THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 53 YEARS THE CANNED FOODS AUTHORITY—1931

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Canned Shrimp . .

WHATEVER appetizing use the hostess has planned for your product, she must be assured of a PERFECT can of shrimp. If she doesn't get it—it's no easy job to get her to try canned shrimp again. No sea food calls for higher standards of packing—none is more delicious when it is packed just right. But shrimp simply doesn't lend itself to appetizing uses if quality has been neglected in the slightest degree. Consistent quality is the one best bet for future sales.

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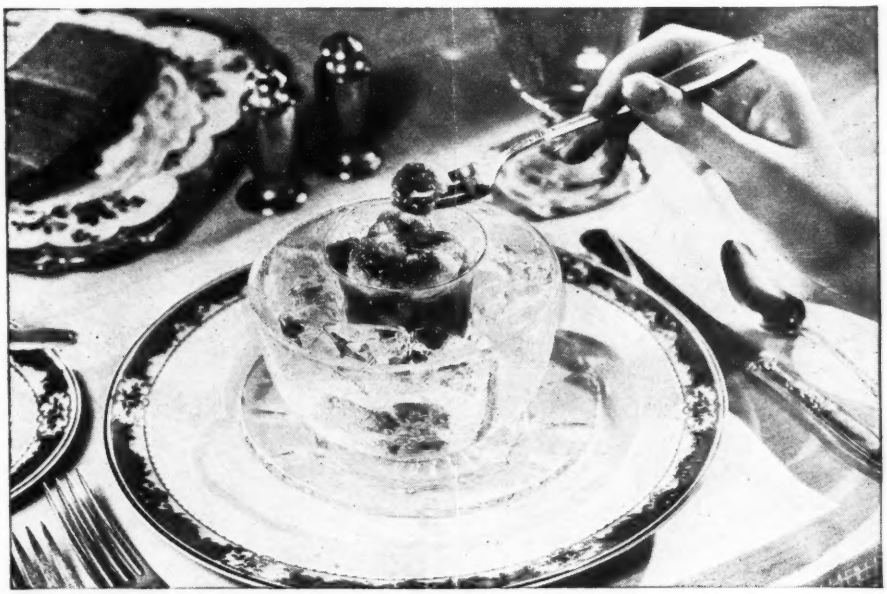

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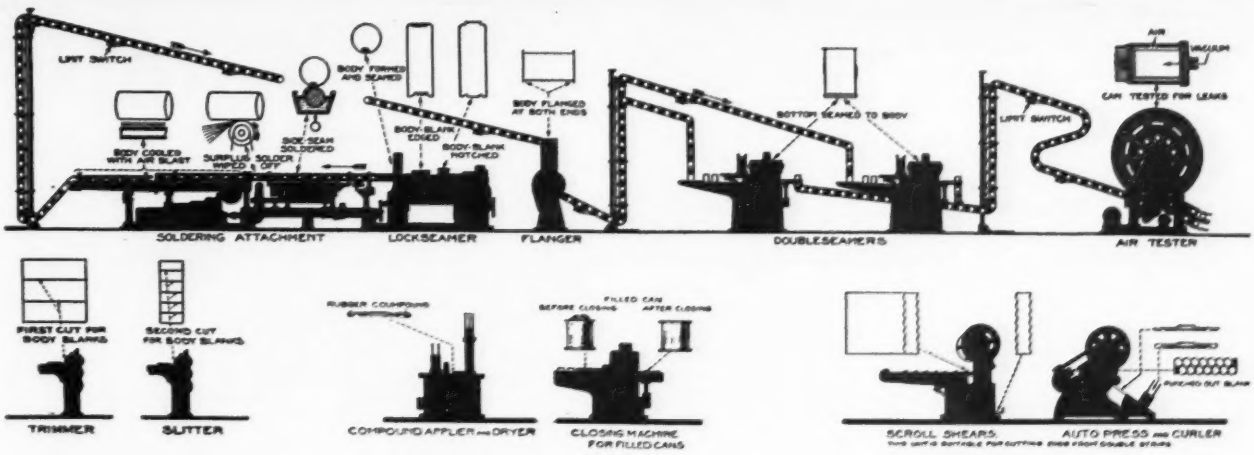

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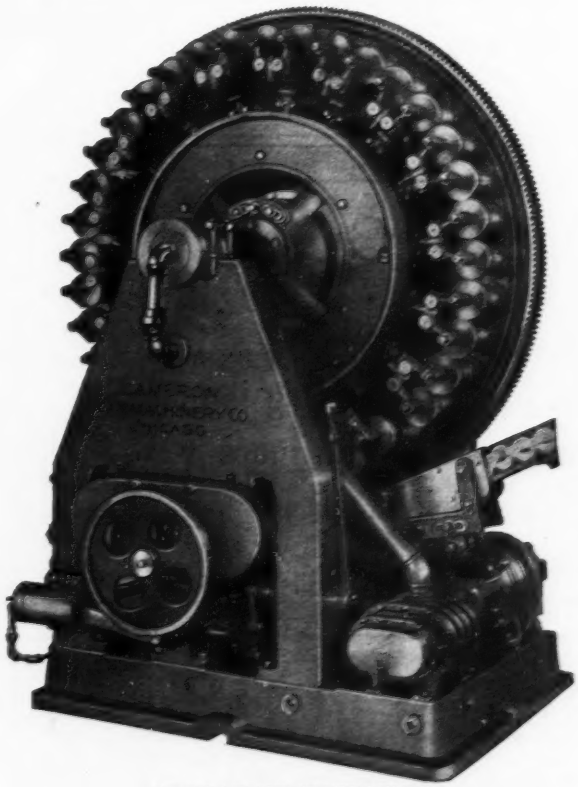

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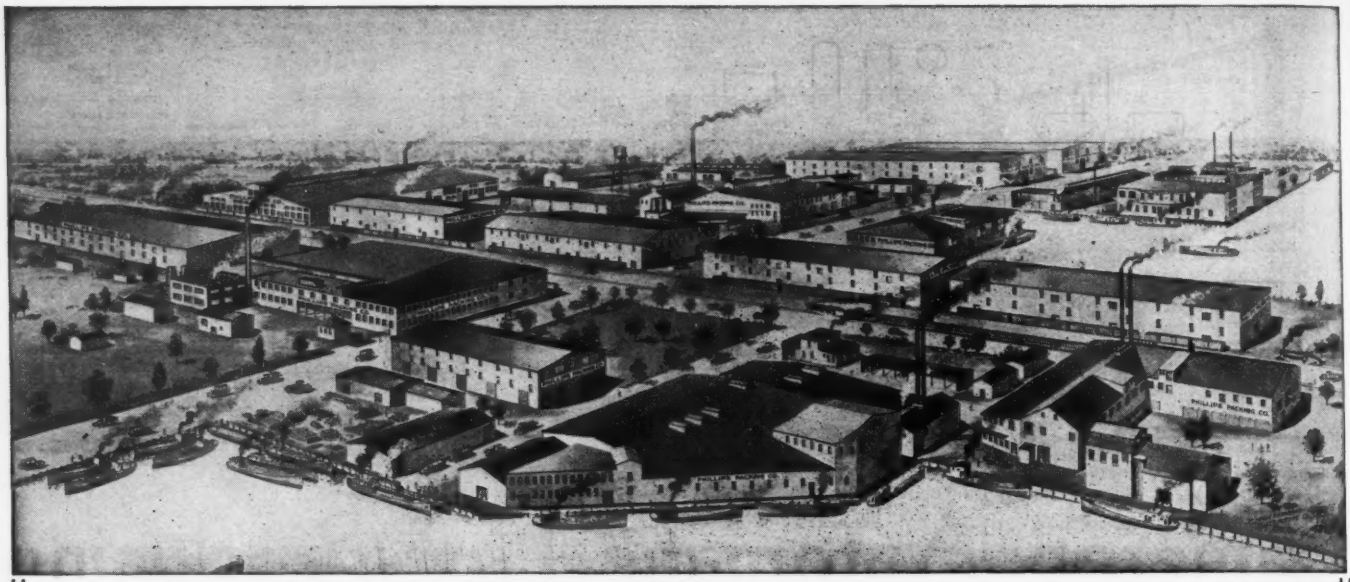

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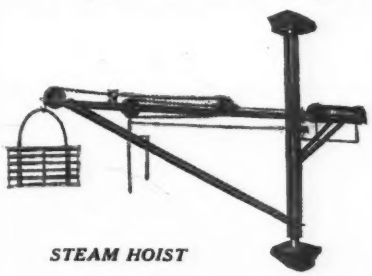
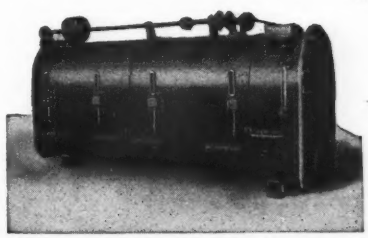


STEAM HOIST

RETORT



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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Foods Packers* of the United States and Canada. Now in its fifty-fourth year.
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Telephone Plaza 2698

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Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 54 BALTIMORE, OCTOBER 5, 1931 No. 8

EDITORIALS

HOW MONEY WITHOUT INTEREST?—We are going to ask pardon for going back to this question, but it seems we have said enough to disturb some and make others ask, almost angrily, as one did this week, 'How can you have money not bearing interest?" Another canner says the lack of banking facilities sufficient, as usual, has wrecked this business, but how can what you say remedy this? We will take this, and the many other comments, as calling for one effort, and then we will be done in these pages.

To even as much as lay a very gentle finger on banking, to criticise it even most delicately, not only causes a haughty lifting of the eyebrows of the banking fraternity, as indicating utter contempt for one so ignorant and rash, but the whole public feels that it is lese majeste, a veritable crime. Our banks, banking system and all connected therewith are sacrosanct—holy. Well, we are not the first, as witness the foul blow delivered in the recent relegation of the gold standard to the discard, and in the coming months you will hear more, because our muddle cannot be cleared up without touching the banking system; in fact, without wrecking the present financial structure. It would be worse than the dog returning to its vomit to attempt to rebuild business on the old system of banking.

But to return to the question: What has interest to do with the present world depression?

These periods of depression or panics have recurred with sickening regularity, so there must be a cause. Isn't it worth searching for? Can any remedy be applied until that cause is isolated, studied, understood and its antidote discovered? In these enlightened days is it even common sense to go at this tremendous job blindly, merely in the hope that it will cure itself? Would they treat even a mild epidemic that way? Yet here is a world-wide disease that has paralyzed all business, and is even claiming victims of its own high priests, the bankers.

Interest! It has been said that a single penny invested at the dawn of creation, and allowed to compound itself at normal 6 per cent interest, would require a globe of gold as big as the earth itself to pay the value today. That is what interest does. Yet that is the kind of basis we have for our financial system.

Again—and we are offering this without verification, confident it will prove approximately true—at the termination of the World War England found itself indebted four billion dollars as a result. Since then England has paid one billion dollars in interest, and today owes six billion dollars of that original debt. How? Well, England could not pay all the interest as it came due, and so the unpaid interest was added to the principal, compounded, as you see.

Still another sample: Just previous to the World War the nations drawn into it—even our own country—had national debts that kept the European nations in poverty to meet the interest, to say nothing of the principal, of the debts; and when war broke out over there we were in the midst of one of our own periodical panics, one of the interest-pyramiding ones, and panic always follows such peaks! The war multiplied the dollar debts—how much? A hundred fold, a thousand fold? Take any figure you want. The thing is that these debts were multiplied, and a tremendous new crop of dollars was created, every one of them bearing interest from the moment of its creation, and which will go on down through centuries bearing interest. A dollar once created never dies, and never ceases bearing interest for someone, and, if not paid, the interest creates new dollars, and so on ad infinitum. Talk about a rolling snowball!

That is what interest has done to the whole world, and why it is so inextricably tangled up that it can never straighten itself out, never pay the interest on even its present debt, much less the principal and its steadily increasing amount through compounding. That war catastrophe turned the devouring interest upon itself, and the system is today destroying itself.

Why not cancel all debts, including the interest, and start all over again? Start the same kind of a snowball to engulf the world once more, as inevitably and as inexorably as before? Go right back to the vomit!

You see the bankers are not to blame for this; they are as powerless as anyone to stay this Juggernaut of interest that crushes everything in its path, even its supposed masters. It is the system that is at fault. The monetary system of the world must be changed. Wipe out interest and you wipe out that most loathsome of all creatures, albeit our modern civilization is giving him a place of respect and access to the newspapers and to the radio to ensnare his victims, the money lender, the usurer, and their number in this country is legion today, with millions of victims. Wipe out interest and you wipe out panics, protect homes, build industry and take the curse out of money.

But how can you do business unless money bears interest?

If you will admit the disease and the necessity for a real cure, one which will make it impossible to ever go back to the old trouble, if you come to the full realization of that dire necessity, the cure is more than half made. If the world wants to do it, it will do it. But it does not want to do it. It has cringed so long under the lash of the money lender that it is afraid to venture alone. So, after being stripped of everything it owns or has claim to in this latest panic, it will crawl back to its old master and beg for more of the vomit.

Briefly, it could be done this way: All money is only of value when the Government puts its stamp upon it. Because money is only a representative of real value. The Government then, of right, should handle the money. The Government should be the banker, covering cost of operation, as in the Post Office, by a small service charge. Its employes would be in civil service, free from politics and severely accountable, even as today.

How would we get money from the Government bank?

Just as you do today — or did rather, with your banker: establish your credit, prove your trustworthiness—and go right along, as you have done, or as you are worthy of; the Government charging its expenses on each check—a small fraction to cover cost. Legitimate loans to further business, home building or whatnot, would be easily handled—in no way differing from the long-established system now in vogue, with this difference:

The Government has appointed Referees in Bankruptcy in all localities. Now they gather up any wreckage that may be left from a financial smash-up due to any or all causes. The change would be that these Referees work *before* the smash-up (and before everybody had lost the money) instead of afterwards. In big transactions they would look into the situation, test its soundness and give approval before the bank or anyone else could lose money in them:—Prevention instead of attempted recovery.

Then, too, because there would be no bonds, which in effect are mortgages bearing interest, these Referees would assess, valuate, every company which wished to issue stock or enter business, and allow the issuance of only the amount of stock represented in the true worth. No stock would be saleable except it bore this Government approval. A concern whose plant and business was actually worth $100,000, would be allowed to issue $100,000 of stock, and no more. As it increased its business and value, it could increase its stock issue, but only then. As a result, the investor, seeking profit on his savings, would know that the stock he buys is worth its cost, and that he will share in the profits of that business upon an honest basis.

There is not a legitimate transaction possible through the present banks, or with cash, that could not be as easily handled by the Government bank, or cash, and with added security.

The difference is that money would have to work to earn money. It could not lie idle in a bank and make more money for its owner. And there would be nobody in a position to lend you your own money and charge you for the use of it. Invested in stocks or as a shareholder in another's business, it would take the risk of loss, as well as the chance of gain, and therefore money would always be working, and its owner with it, to promote the welfare of that business—to make it a success.

Compare that picture with today's system, and you will see that it is an entirely opposite one. Today with money invested on interest, the owner can cease all effort. The interest must be paid whether profits are made or not; and ultimately if that interest is not paid, the lender can take the entire business or property.

You may get a picture this way: Stocks, or several shares of them, are usually *given* with each bond sold. There will be no bonds then. The stocks will earn the money, and the holders of those stocks will receive it. There will be no "kiting," no watering, no milking of the public, in legitimate business.

And there will be an impulse given to all business—agriculture as well as all others—such as it has never had, and money will always be worth 100 cents on the dollar. Taxes will be comparatively light, because they can then be honestly assessed and collected. The only one who will suffer from this change will be the money lender, the usurer—the curse of all creation.

Deductions from the Almanac

By Loren J. Sherff

the well known Certified Public Accountant of Chicago

Do You Know? —

If EACH NEWLY MARRIED COUPLE were given a case of RED SOUR CHERRIES for a wedding present, there would NOT BE ANY LEFT for the rest of the people?

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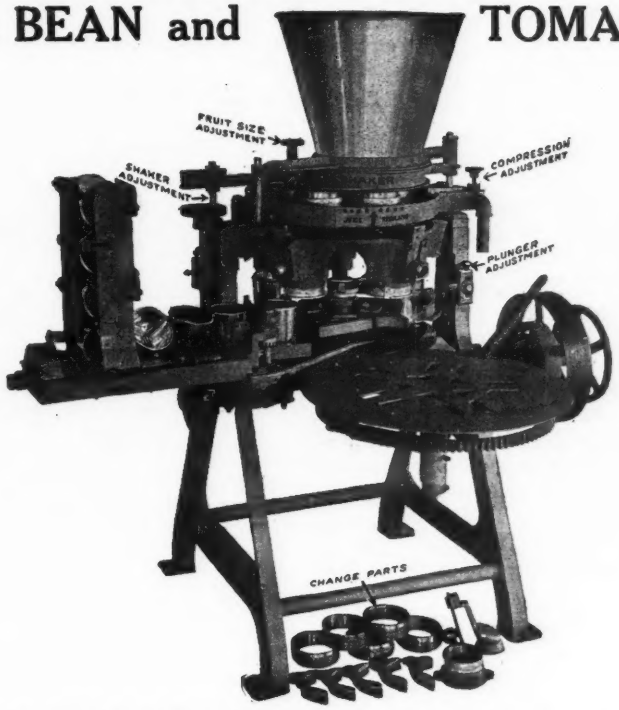
Beets
Cherries
Plums
Etc.



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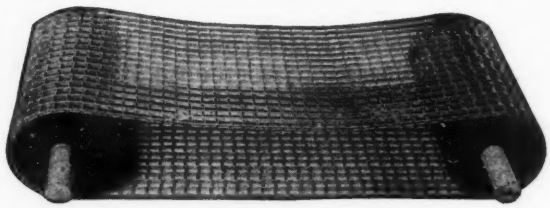

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Made up in one hundred foot rolls, or less. Can be easily taken apart and made into any length conveyor. Extra cross wires supplied with each roll. We know it gives satisfaction - our customers tell us so. Your dealer has it.

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La Porte, Indiana

Crop Reports

TOMATOES

Bellevue, Md., September 26, 1931—Drowned out by excessive rains. Crop very short and quality of raw stock poor. Will get up about 40 per cent of normal pack. Two other canning houses in this immediate section only ran a few days. We have been careful to pack to comply with new regulations. Have only a few cases unsold.

Federalsburg, Md., September 26, 1931—Crop about finished. We think 40 per cent of a crop is a big estimate. Some canners around this section say 25 to 35 per cent. Heavy rainfal here today, which will finish packing. Only about one-half per basket can be used, which reduces the pack on those tomatoes we do get.

Fruitland, Md., September 26, 1931—The smallest pack we have ever had in the 18 years of our canning. Less than 6,000 cases; about 20 per cent of a normal year and 33 1-3 per cent of last year.

Havre de Grace, Md., September 20, 1931—Practically through this week. May have one or two part days next week.

Ridgely, Md., September 26, 1931—25 per cent of a pack.

Stockton, Md., September 26, 1931—Acreage same as last year; yield will not exceed 45 per cent.

Tilghman, Md., September 27, 1931—Will not yield over three tons to the acre. Last year the average was 7 tons. We do not expect over one-third of our normal pack.

Whaleysville, Md., September 28, 1931—About one-third pack. Half of the canneries are closed now; they usually close about October 10th.

Kendall Grove, Va., September 22, 1931—Crop almost a total failure. Will not get better than a 20 per cent yield. The weather has been more favorable for the grass and weeds than for tomatoes. Contracted acreage 33 1-3 per cent normal. Uncontracted acreage brought total acreage to normal. Will finish packing September 26th.

Luray, Va., September 26, 1931—Crop 50 per cent. We are about finished canning tomatoes for 1931. This county will pack about a half pack.

New Church, Va., September 28, 1931—75 per cent of normal acreage and about a 40 per cent normal pack. In other words, we usually pack 45,000 to 50,000 cases, and this season have only packed 15,000 cases. We do not think there will be any more coming in. The hot sun about fixed all that were left the past week.

Scottsville, Va., September 22, 1931—Very small acreage out in this section and the yield was very small. Not a half crop. Less coming in than we have ever known since we have been in the business.

Thaxton, Va., September 26, 1931—The crop, acreage and yield throughout this section compare very favorably with the past 5-year average for this immediate section. For Bedford county as a whole the crop would probably be 40 per cent short.

Troutville, Va., September 28, 1931—A very short crop; the poorest in our memory. 40 acres yielded only 1,000 cases of No. 2s. This is the general condition. The biggest trouble we had in reaching the Mapes standard was in color, due, we think, to the unusual season. Canning is through and no frost as yet.

CORN

Ridgely, Md., September 26, 1931—Crop 75 per cent.

Whiteford, Md., September 28, 1931—We have what would be called a normal crop of Shoepeg corn, but due to abnormal husk compared to other years we lost in cases per acre. We realized about 68 cases No. 2s per acre on an average yield of 2½ tons per acre, which should have yielded 70 to 75 cases per acre.

BEANS

Bellevue, Md., September 26, 1931—Crop very short with us and pack very small; about 25 per cent of normal. Have several thousand cases of No. 2s unsold.

Fruitland, Md., September 26, 1931—Stringless: Pack about 60 per cent.

SPINACH

Bellevue, Md., September 26, 1931—We had a good crop. Got up a larger pack than usual of what we consider a very high-grade product. All sold with the exception of a few thousand cases of No. 2s.

FORMER CANNER NOW CITY STOREKEEPER

E. A. COLBERT, affectionately called "Ed," for long years with H. J. McGrath & Co., likewise one of the oldest established canners in Baltimore, has been appointed by Mayor Jackson to the position of storekeeper for the city of Baltimore. "Ed" is well fitted to the place, because a storekeeper, even for a great city, must wear a pleasant smile, and Ed can do that always, and, after his long vacation, mean every wrinkle of it. Good luck, Ed, and congratulations, Mr. Mayor.

DEATH OF GALE SIGNOR

G. Gale Signor, director of sales for W. R. Roach & Co., Grand Rapids, Mich., died suddenly of arterial schlerosis Thursday morning, September 17th, at a hotel in Milwaukee. Services were held in Chicago Saturday, September 19th.

Mr. Signor was in Milwaukee on business and was discussing business affairs up until 11 o'clock Wednesday night. His wife was with him at the time of his death.

A veteran of the food industry, he took over his first territory as a traveling salesman for Reid, Murdock & Co. when he was 18 years old, and he has been active in selling foods ever since. Before becoming director of sales for W. R. Roach & Co., in January, 1927, he had a similar position with Curtice Brothers Company, Rochester, N. Y.

Mr. Signor was a member of Medinah Temple, A. A. O. N. M. S., Chicago, Rochester (N. Y.) Consistory, A A. S. R., and Covenant Lodge No. 526, A. F. and A. M. The funeral services were conducted by the latter organization. He is survived by the widow, Mrs. Euphemia Signor, 824 Calvin Avenue, S. E., Grand Rapids, and two sons, Howard E., of W. R. Roach & Co., and Harry G.

Mr. Signor was widely known among canners and the trade in every market throughout the country. His friends knew him as Gale or "Sig." He was highly respected among his associates and in the trade because of his strict integrity, steadfast loyalty and his knowledge of canned foods and distributing problems.

Judge Syrupers

Positive Measure---High Speed---Non-Spill
Automatic Disc-feed

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Syruping Fruits and for Liquid Filling

E. J. JUDGE

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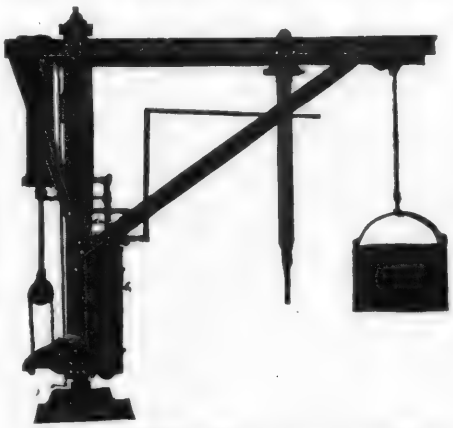

Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.

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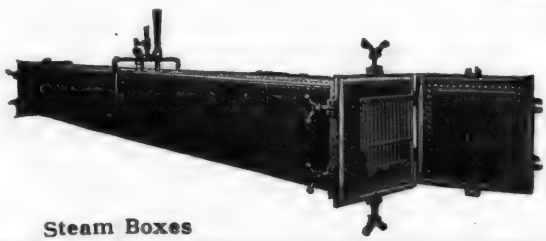
Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

ZASTROW MACHINE CO., Inc.

Foot of Thames St.
BALTIMORE, MD.

Acreage and Forecast of Production Canning Crops

As of Sept. 15th, 1931
Issued Sept. 24th. 1931
By Bureau of Agricultural Economics U. S. Dept. of Agr.

TOMATOES

The forecast of production of tomatoes for manufacture, based upon reported condition and probable yield per acre on September 15, is 41 per cent below the estimated production in 1930, and is 18 per cent below the five-year average production for the period 1925-1929. Indicated production is now 1,066,900 tons, compared with 1,815,500 tons in 1930, and with an average production of 1,297,000 tons for the five years preceding 1930.

The indicated average yield per acre is 3.65 tons, compared with 4.48 tons in 1930 and with a five-year average of 4.36 tons.

Unusually hot weather in September, following the heavy rains and storms during the latter half of August, has caused further reduction in reported crop prospects in many areas. With unfavorable growing conditions during mid-season, when the extreme heat and lack of moisture caused a comparatively light set of fruit, the crop as a whole has had little chance of recovery during the past four or five weeks. The crop in most areas has been adversely affected by one or more of the following factors: extreme heat, heavy rains, storms, alternate periods of rainy weather and high temperatures, and lack of irrigation water.

The table below gives, by States, the estimates of planted acreage, indicated yield per acre and forecast of production in 1931, compared with harvested acreage, yield per acre and estimated production in 1930.

	Acreage		Yield per Acre		Production	
				Indicated		Forecast
STATE	1930	1931	1930	1931	1930	1931
	Acres	Acres	Tons	Tons	Tons	Tons
New York.....	15,500	12,100	5.0	7.0	77,500	84,700
New Jersey....	43,000	31,000	6.0	4.0	258,000	124,000
Pennsylvania	5,400	4,300	3.0	3.5	16,200	15,000
Ohio	12,400	9,900	5.4	5.4	67,000	53,500
Indiana	79,000	64,000	5.0	3.5	395,000	224,000
Illinois	6,500	4,500	3.2	3.5	20,800	15,800
Michigan	2,600	2,000	5.4	5.5	14,000	11,000
Iowa	6,400	6,400	5.0	3.8	32,000	24,300
Missouri	28,900	20,230	2.1	2.2	60,700	44,500
Delaware	14,000	11,800	3.4	2.6	47,600	30,700
Maryland	48,900	39,000	3.1	2.4	151,600	93,600
Virginia	15,500	10,800	2.8	2.0	43,400	21,600
Kentucky	8,430	5,900	2.6	3.0	21,900	17,700
Tennessee	14,000	9,800	2.4	2.3	33,600	22,500
Mississippi	3,550	2,130	3.1	2.5	11,000	5,300
Arkansas	28,000	16,800	2.1	2.5	58,800	42,000
Colorado	2,500	2,800	8.5	6.5	21,200	18,200
Utah	8,200	6,640	6.8	8.0	55,800	53,100
California	52,250	23,160	7.6	6.0	397,100	139,000
Other States*.	9,790	8,800	3.3	3.0	32,300	26,400
U. S. Total	404,920	292,060	4.48	3.65	1,815,500	1,066,900

*"Other States" include Connecticut, Kansas, Louisiana, Nebraska, New Mexico, Oklahoma, Oregon, South Carolina, Texas, Washington, West Virginia and Wisconsin.

(Note—This indicates a pack of 8,500,000 cases or less, when the 10 per cent used for juice is taken out.—Editor)

SWEET CORN

Based upon reported condition and probable yield per acre on September 15, the forecast of production of sweet corn for canning is 12 per cent above the five-year average production for the period 1925-1929. The indicated production is 739,800 tons, compared with 660,800 tons produced in 1930, and with an average production of 708,700 tons for the five years preceding 1930.

Crop prospects on September 15 show a slight improvement in total production over those of September 1. Yields in Maine, Indiana, Wisconsin and Minnesota are a little higher than earlier expectations. In Maryland and Pennsylvania, however, tonnage yields per acre are somewhat smaller than previously indicated, due to many poorly filled ears.

The table below gives, by States, the estimates of planted acreage, indicated yield per acre and forecast of production in 1931, compared with harvested acreage, yield per acre and estimated production in 1930.

	Acreage		Yield per Acre		Production	
				Indicated		Forecast
STATE	1930	1931	1930	1931	1930	1931
	Acres	Acres	Tons	Tons	Tons	Tons
Maine	13,200	10,700	3.7	3.2	48,800	34,200
N. Hampshire..	1,050	950	3.0	2.6	3,200	2,500
Vermont	2,100	1,330	2.3	2.6	4,800	3,500
New York.....	23,000	17,600	1.3	2.4	29,900	42,200
Pennsylvania.	6,300	5,600	.8	1.9	5,000	10,600
Ohio	32,500	30,600	1.1	2.4	35,800	73,400
Indiana	43,500	37,200	1.3	2.0	56,600	74,400
Illinois	72,000	68,300	2.0	2.3	144,000	157,100
Michigan	7,300	8,200	.6	.6	4,400	4,900
Wisconsin	13,000	13,000	2.4	1.8	31,200	23,400
Minnesota	54,000	46,200	2.4	2.1	129,600	97,000
Iowa	55,000	51,200	2.0	2.2	110,000	112,600
Nebraska	8,000	7,800	1.4	1.4	11,200	10,900
Delaware	3,630	3,100	1.8	2.4	6,500	7,400
Maryland	34,000	39,700	.7	1.7	23,800	67,500
Tennessee	3,400	3,400	2.0	2.8	6,800	9,500
Other States*..	3,830	3,780	2.4	2.3	9,200	8,700
U. S. Total..	375,810	348,660	1.76	2.12	660,800	739,800

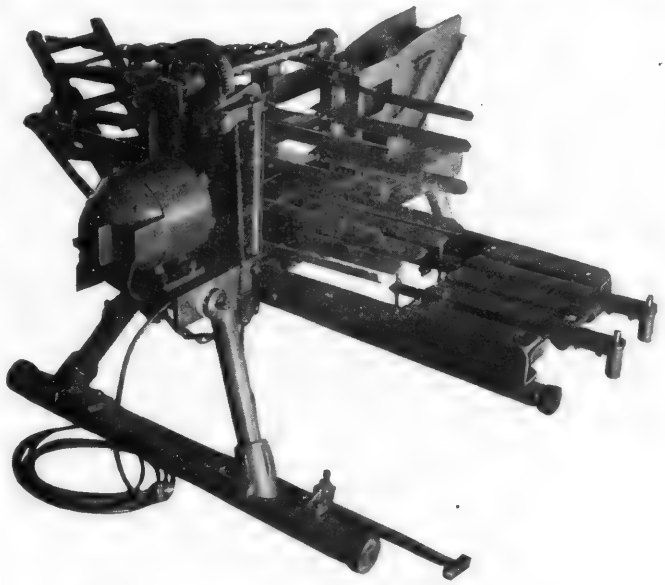
*"Other States" include Colorado, Idaho, Kentucky, Missouri, Montana, Oregon, South Dakota, Washington and Wyoming.

(Note—These figures indicate a pack of over 17,000,000 cases. —Editor.)

CABBAGE FOR KRAUT

The forecast of production of cabbage for kraut, based upon reported condition and probable yield per acre on September 15, is 35 per cent below the estimated production in 1930. A total production of 140,500 tons is now indicated, compared with 215,000 tons produced in 1930, and with a five-year average production of 138,840 tons for the period 1925-1929.

KYLER BOXERS



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PRICE
is what you pay for them.

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what they pay you.

Equipped with a KYLER BOXER you will find no one can do more in quantity, in quality, or in cost. A little investigation on your part among some of the best canners will convince you.

Manufacturers of
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SHOULD BE
In Every Cannery Office
"A Complete Course in Canning"
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WAREHOUSING
Field and Metropolitan warehousing, the first merging into the latter if desired.

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Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

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General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

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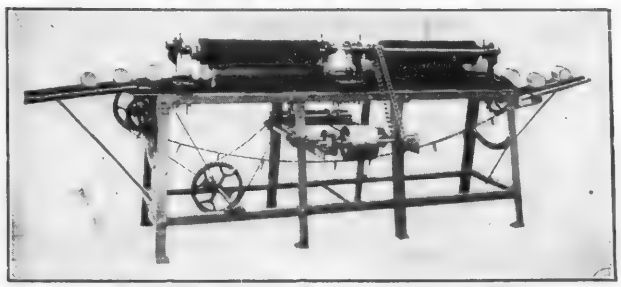
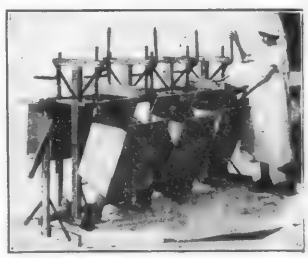


ROBINS-BECKETT DOUBLE CAN CLEANER



McSTAY-ROBINS BOX SEALERS

A. K. ROBINS & CO., Inc., Baltimore, Md.

ROBERT A. SINDALL, *President* — Write for catalog — HARRY R. STANSBURY, *Vice-President*

The indicated yield per acre is somewhat below the light yield of last year, and is considerably smaller than the five-year average. Reports indicate that New York and Ohio have prospects for relatively good yields on the acreage planted. In Wisconsin, Michigan and other areas, however, yields on the early crop are reported as very low, due to drouth damage. The late crop in these sections is more promising, but expected yields are still relatively low.

The table below gives, by States, estimated acreage (both contract and open market), indicated yield per acre and the forecast of production of 1931 compared with harvested acreage, yield per acre and estimated production in 1930.

STATE	Acreage 1930	Acreage 1931	Yield per Acre Indicated 1930	Yield per Acre Indicated 1931	Production Forecast 1930	Production Forecast 1931
	Acres	Acres	Tons	Tons	Tons	Tons
New York.....	9,000	5,800	8.0	8.5	72,000	49,300
Ohio	3,300	2,310	5.8	9.0	19,100	20,800
Indiana	1,400	1,260	6.4	6.4	9,000	8,100
Illinois	800	720	7.8	6.0	6,200	4,300
Michigan	2,030	1,520	6.6	6.8	13,400	10,300
Wisconsin	7,200	5,330	9.0	5.8	64,800	30,900
Minnesota	540	380	7.8	4.8	4,200	1,800
Colorado	500	500	11.5	7.0	5,800	3,500
Washington ...	320	200	9.0	7.5	2,900	1,500
Other States*	2,520	1,660	7.0	6.0	17,600	10,000
U. S. Total.	27,610	19,680	7.79	7.14	215,000	140,500

*"Other States" include Arkansas, California, Iowa, Maryland, Missouri, Montana, Nebraska, Oregon, Pennsylvania, Utah and Virginia.

CUCUMBERS FOR PICKLES

According to reported condition and probable yield per acre on September 15, there is very little change in the probable production of cucumbers for pickles from that indicated on September 1. The forecast of production for 1931 is nearly 26 per cent below the estimated production in 1930. A total of 5,637,000 bushels is now indicated for 1931, compared with 7,596,000 bushels in 1930, and with a five-year average production of 4,634,000 bushels for the period 1925-1929.

The indicated average yield per acre is comparable with the good yield of last year, and is about 11 per cent above the average for the five-year period preceding 1930. Harvesting and salting are now practically completed.

A report on revised acreage, preliminary estimate of production and stocks in tanks and barrels as of October 1, will be issued about October 22.

The table below gives, by States, the estimated acreage, indicated yield per acre and forecast of production for 1931, compared with harvested acreage, yield per acre and estimated production in 1930.

States	Acreage 1930	Acreage 1931	Yld per Acre Indicated 1930	Yld per Acre Indicated 1931	Production Forecast 1930	Production Forecast 1931
	Acres	Acres	Bus.	Bus.	1,000 Bus.	1,000 Bus.
Massachusetts	700	500	135	125	94	62
New York	4,770	4,290	115	120	549	515
Ohio	7,000	5,600	74	70	518	392
Indiana	12,500	8,550	68	55	850	470
Illinois	1,400	1,400	40	50	56	70
Michigan	30,000	22,800	51	50	1,530	1,140
Wisconsin	19,000	15,000	58	50	1,102	750
Minnesota	4,500	3,000	52	55	234	165
Iowa	4,000	3,400	49	35	196	119
Missouri	2,800	1,680	27	20	76	34
Maryland	2,160	1,910	62	100	134	191
Virginia	1,350	680	52	100	70	68
Kentucky	1,500	1,350	54	50	81	68
Mississippi	7,100	4,680	35	60	248	281
Louisiana	1,600	860	40	44	64	38
Texas	3,000	1,200	25	30	75	36
Colorado	2,800	2,200	130	108	364	238
Washington	700	500	160	150	112	75
Oregon	2,060	1,270	142	150	293	190
California	3,440	2,800	176	166	605	465
Other States*.....	4,660	4,160	74	65	345	270
U. S. Total.....	117,040	87,830	64.9	64.2	7,596	5,637

*"Other States" include: Alabama, Connecticut, Delaware, Florida, Nebraska, North Carolina, Pennsylvania, South Dakota, Utah and Wyoming.

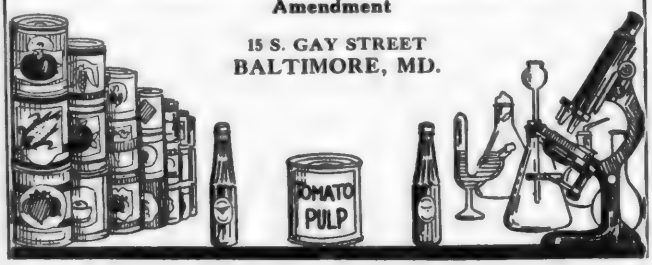
STRASBURGER & SIEGEL

U. S. Licensed Graders of Canned Foods

Pulp & Catsup Analysis

Tomatoes Graded under the McNary-Mapes Amendment

15 S. GAY STREET
BALTIMORE, MD.



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THE MORRAL CORN HUSKER
Either single or double

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Either single or double cut

THE MORRAL LABELING MACHINE
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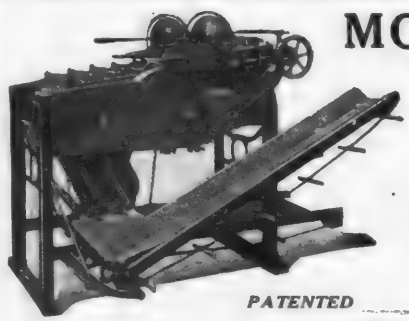
It will pay you to write at once for our prices and further particulars.



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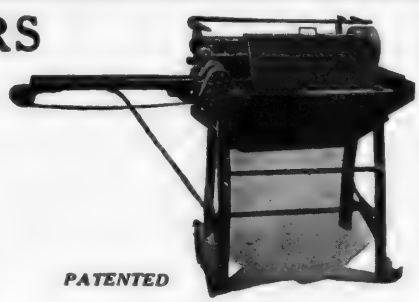

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MORRAL BROTHERS, Morral, Ohio

BROWN BOGGS CO., Ltd., Hamilton, Ontario, Sole Agents for Canada

Controlled Husking

THE discovery of a new way to keep control of the ears of corn in a husking machine—a different, more positive control than ever before—made possible the new Peerless Super Husker.

In it not only the feeding and discharging of the corn but also the actual husking itself is always under perfect control. An almost human Geneva Gear arrangement stops each ear momentarily on one pair of husking rolls, then moves it on to another pair where the ear is again brought to a complete standstill.

If you have ever watched any husker running you know that husking is best when each ear stops and pauses before being carried off the rolls.

The momentary pause is controlled with precision in the Super Husker, resulting in the most perfect husking ever attained.

Perfect control in—and through—and out—of the Super Husker is just one of many Peerless patented exclusive features—just one of many reasons why a vast majority of all corn canners use Peerless.

If you want your husking shed to run smoothly throughout the pack without clogs and grief—to be a real pace setter for the rest of your line—if you want husking production without a gamble, safe and sure capacity—if you want better husking and a smoother running shed than you ever thought possible—let us figure now on equipping your plant with Super Huskers. We'll gladly arrange a trade for your present machines.

Write us today for complete information and a proposal.

Sprague-Sells Corporation

Division of
Food Machinery Corporation

308 West Washington Street Chicago, Ill.

PEERLESS SUPER HUSKER

Let the Hydro Geared Grader take all your troubles off your hands.

The Hydro Geared Grader is fool proof. Just start it in the morning and know that it will grade your peas accurately, with no further attention all day.

We will be glad to tell you of many satisfied users, and you can ask THEM.

The Sinclair-Scott Co.

Wells and Patapsco Sts.
Baltimore, Md.

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PLAIN.
VARNISHED.
EMBOSSED.

THE
SIMPSON & DOELLER
CO.
BALTIMORE, MD.

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

THE day after the Labor Day holiday in Boston, Massachusetts, the local press was headlined with cheering news of crowds overtaxing the traffic police protection accorded down-town Boston. The regular forces were totally inadequate to control the milling crowds intent on outfitting Johnny and Mabel for their return to school. No unusual bargains had been offered, the rush of shoppers was totally unexpected.

The other day Buffalo, N. Y., staged a "Greater Buffalo Day," or something of the sort, and the merchants of Buffalo did a five-million dollar business.

An old-time druggist in an Ohio town recently cleaned off his shelves all the shelf warmers harbored there for many years, and placed them in baskets, sweetened the lot with some splendid values, not as ancient as the majority of offerings, and cleaned out everything of value in a day or two.

We must conclude from these facts that business is still being done when sufficient incentive is offered buyers.

The thought also comes to us that trade will be spotty for some time.

Are you getting your share?

Can you get it?

How are you going about this matter?

While discussing canned foods with the buyer for a leading restaurant in a city of thirty thousand I mentioned the name of a leading packer of canned vegetables whose goods used to sell in the city where the discussion was taking place. He said: "I used to buy So and So canned foods four or five years ago, but I changed to another brand some time ago."

When asked the reason for his change, he said: "I became disgusted with the ignorance of the last salesman who called on me. He did not know as much about the line as I did. I asked him the count of Rosebud beets in a No. 10 can, and he only guessed at the answer. I asked him how many average servings of corn I could get from a No. 10 tin, and he did not know as much about it as I did. I finally bought my canned vegetables from a man who knew what he was selling and what I could do with it, and I have been buying from his firm ever since."

It is apparent, then, that we must post our salesmen just as completely as possible before we send them out to represent us. Poorly informed salesmen will not stand a very good chance of getting the business we have a right to expect from them.

If you plan on hiring a salesmen to sell your line, be sure he is not hurried out of your office and on the trade without adequate preparation. Let him hustle all he wants to, and will after he is trained, but let him take his time while learning your line.

A knowledge of your quality, your prices and policies is not enough to properly equip him for the job he has to do.

He should also be given all the information you have as to whom you are selling, how much you have sold them in the past, the prices at which it was sold and any other facts you have available and which will help him get orders for you.

When you start him on the trade do not expect too much at first. Salesmanship today is bound up in friendship to a large extent; your man will sell in larger volume as he makes friends for you and himself. Be careful of the territory you select for development.

I know one is tempted to reach out and out, but the farther you get away from home the easier it is for someone to cut into the trade you establish.

The buyer who entertains quickly your proposition, if you are outside of his regular zone of easy buying, is most apt to switch quickly to some competitor.

For instance, last spring corn packed in Iowa was sold freely in Central Ohio.

At present peas packed in a plant from which you can toss a stone into the Atlantic Ocean are being sold in the same locality.

Back on the coast you can buy canned peas put up in Utah.

You would not see as much of this irregular distribution as you find at present if canned foods were sold delivered to buyer's warehouse, but the canning industry needs leaders in this regard just as it requires them in so many other particulars.

You might take half a day and figure how far from your plant you can afford to pay freight and sell your pack at a certain price. If you will do this, you will be much less apt than at present to cut and cut your price when tempted to close out your stock to some buyer in a market outside of your logical zone of distribution.

Probably you read and hear, as we all do, a lot about stabilizing the market, and holding your pack for the fair prices that should obtain just as soon as the shortages we all know exist are felt by the buyers who so manfully refrained from buying futures.

The program is logical, it should work out. Probably the only reason why it is not apt to work out is the same one as always, the feeling that the other fellow should do the holding while you sell your pack and get your money for it.

Tonight on my way to supper I saw two cans, 2s, of corn priced at two for fifteen cents in a chain store. The packers of this corn would be and have been among the leaders for "stabilization" of the market for canned corn, but if you have any idea of what a chain store will pay for canned corn to be sold at two cans for fifteen cents you can realize how much of a force these packers are toward stabilization of the market.

You should be able to make a little money from your pack this year, but to do so you should follow some, at least, of the suggestions in this article.

THE BOOK YOU NEED----

COOPERATIVE EXTENSION WORK
IN
AGRICULTURE AND HOME ECONOMICS
STATE OF LOUISIANA

Minden, La.
Sept. 21, 1931

THE CANNING TRADE,
BALTIMORE, MD.
GENTLEMEN:-
Through the courtesy of our State Library Commission, I have had the privilege of using a copy of ''A COMPLETE COURSE IN CANNING'' for the past two months.

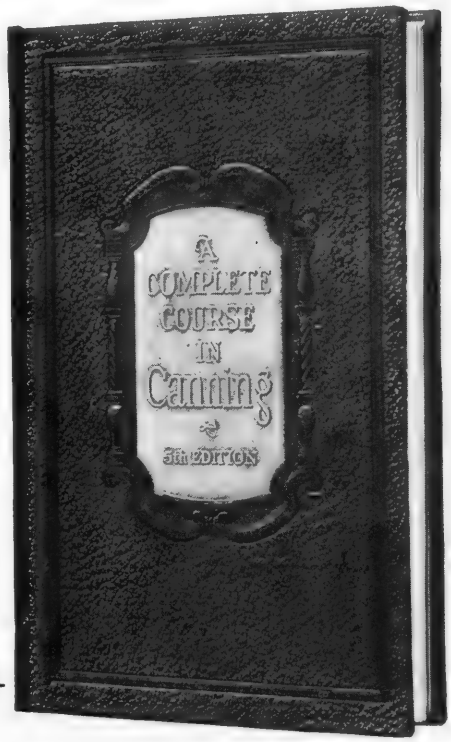
I find the book invaluable to my work. Please find enclosed Cashiers Check for ten dollars, ($10.00), for which please send me a copy.

Yours very truly,
(Mrs.) Julia Cooksey,
Home Demonstration Agent.

The Standard of The World

A Complete Course in Canning

Bound in Leatherette,
Stamped in Gold
Size 6' x 9'
386 pages.



For Sale By All
Supply Houses,
Dealers, etc.

Price
$10.00
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Prepaid.

Published By
The
Canning Trade
BALTIMORE, MD.

Publisher of the
Industry's Literature

Post your salesmen and brokers thoroughly as to your pack, its quality and worth, your policies and practices.

Keep your men consistently on the trade, develop business through the development of friendship.

Get out as much as you can in person.

Try hardest for sales in your logical distribution area.

Beware of the advice of those who urge you to help stabilize the market, lest they unload while you are waiting for the better prices which will not materialize until all lower price goods in warehouses of distributors have been disposed of.

Do not place too much confidence in the fact some crops are so short as to actually warrant higher prices.

Remember, distributors are only human; they will be apt to price canned foods at retail on the basis of replacement costs. When this is done, consumption is slowed down and curtailed in comparison to what it would be if purchases were priced strictly according to costs.

Let consumption slacken until after January 20th in any item, no matter how short the pack, and you will find plenty of packers willing to unload them in order to clear their warehouses.

If you feel retail prices are not being made as outlined, let me tell you Early June peas, 2s, are being offered today at three cans for 29c retail, and the seller never sold any of his pack for over 80 cents factory, and sold a lot of it as low as 67½c factory.

Go after business along safe and sane lines, build it on friendship, sell as near home as possible, and sell whenever you can take a small profit. You'll be happier in the end by so doing.

THE HOME CANNING DRIVE

WE have had many complaints from readers of the drive by Government and State authorities to increase home-canning, saying that was helping competition with their goods, and that as taxpayers their money was being used to harm their business.

A whole lot of this propaganda was put out in the name of Unemployment Relief, and, of course, nobody wants to appear in opposition to such relief. There are, however, plenty of grounds for complaint on the part of canners against both of these moves. But it will do no good to voice them, first because the reaction would be bad in the public mind; and secondly, and all sufficiently, because the work has been done, and the home products are to a great extent already produced. How they will use them, insofar as the relief of the unemployed is concerned, remains to be seen.

There has been a very intensive revival of this home canning this season, after the world had seemed to have learned that it is cheaper and better, and far safer to health, to use the commercially canned or preserved products. In that light it is unfortunate that this wrong education should have been revived. But with the glut of fruits especially, and the need for making every penny go its farthest, home preserving and canning would have resulted naturally. Fortunately, the dangers inherent in this are now understood by the Home Economics Sections and widely preached, so that it is to be hoped there will be no unfortunate incidences follow this new venture.

Along that line President F. A. Harding, of the National Canners Association, recently wrote Fred C.

The National Color Printing Company, Inc.

LABELS

916-924 E. MONUMENT STREET BALTIMORE, MD.

Adhesive Specialists
If you have any unusually different problems in connection with labeling or sealing, consult our specialists. They will recommend the best adhesive for the purpose, or compound one especially suited to your needs.
Types and grades suited to all operations in the canning industry—for tin, glass, fibreboard, etc. Ask for details, prices, and samples.
The F. G. Findley Co.
Adhesive Specialists
Milwaukee, Wis.

In Times of Need

Everybody turns to

The Almanac!!

THERE never was such a demand for The Almanac as we have had this year. Business is getting down to bed-rock, and needs the facts. That data is all in the Almanac.

The most constantly referred to periodical in this industry.

To the Machinery Supply Man, that means he must be represented, and prominently. This Almanac constitutes the Blue Book, or Who's Who in the supply world of this industry. He can't afford to be missing, and would be insulted if he were not invited.

And The Canners! Unless you like to sit and look at your goods, handing them out in driblets, you've got to let the world know you exist. How many know you now, and what goods you pack, and what quality?

All the great Chain Store buyers use this Almanac regularly, also the up-and-going wholesale grocers, Institution buyers, the Government and all large users of canned foods.

A page adv., displaying your brands, the quality of your pack—the sales story you would tell these buyers if you had the chance—will constantly be with them, always at hand. Think that over a minute ! ! The Almanac does not die with a passing event—is not put aside for later attention ! ! It's always on the job.

If this Almanac is not the best advertising a canner can get, then there is no advertising good for him. Ask any advertising expert. We are now at work on the 1932 Almanac of The Canning Industry. Order your page now ($50.00). You pay next March when things will be very much better in all lines of our industry.

Published annually by
THE CANNING TRADE
The Canned Foods Authority
Baltimore, Md.

Croxton, Assistant Director of the President's Organization on Unemployment Relief, a splendid letter, as follows:

September 23, 1931.

Dear Mr. Croxton:

Since the inauguration of your committee's campaign to promote the canning of surplus fruits and vegetables in order to have available supplies of such foods for distribution to the needy unemployed, the Association has received an increasing number of inquiries from persons interested in this campaign concerning canning methods that should be followed to insure safe and wholesome products.

These inquiries, combined with the experience of the Association during a period of more than sixteen years' scientific research on canning processes, furnish ample evidence that the committee's project involves possibilities of grave dangers to which the Association, from a sense of public duty, should invite your attention.

The U. S. Department of Agriculture recently revised its bulletin on home canning and embodied in that bulletin recommendations on canning processes which correspond to scientifically established processes followed by commercial canners to insure the wholesomeness of the canned product. It is evident from inquiries the Associaiton has received, and from literature circulated in connection with the campaign, that some of those in charge of local products are uninformed as to what constitute safe processes, and that methods are being used that scientific research has demonstrated are inadequate and unsafe.

In a campaign dependent largely upon volunteer work, it is inevitable that both assistance in and direction of the work in some places should fall into the hands of those who, though willing, are uninformed. I need refer to but one recommendation of the Department of Agriculture to illustrate this point. The Department of Agriculture makes specific recommendation as to non-acid fruits and vegetables that "if no pressure canner is available, it is recommended that methods of preservation other than canning be used." This recommendation is equally applicable to meats, fish and poultry. Disregard of this recommendation, either because the local committees are unfamiliar with it or because pressure cookers are unavailable, involves the very serious danger of botulism.

Your committee undoubtedly does not desire that local committees should sacrifice safety in order to obtain a greater supply of home canned foods for distribution to the needy. Adherence to the recommendations of the Department of Agriculture and use of the canning processes that are necessary to insure wholesome products may, and probably will, reduce the amount and increase the cost of foods put up by the local committees. Every consideration of public interest requires that safety be made paramount.

In this connection I might point out to you that there is this year an adequate production of commercially canned foods in practically all staple and special lines, and that under present business conditions these are being sold at or below cost of large-scale production. Moreover, considerable quantities of these foods could probably be made available at or about factory cost, plus transportation to the points where they may be needed. The canning industry does not wish to profit from the food needs of the unemployed, and will be as ready as other agencies to do its part toward relief.

Very truly yours,

FRANCIS A. HARDING, President."

That the action of the Association in calling attention to this matter is well advised is indicated by the fact that the Bureau of Home Economics of the U. S. Department of Agriculture also issued during the week a press statement reading in part as follows:

"Assistance for housewives and welfare organizations which are centering their attention right now on saving the surplus fruit and vegetable crops is offered by the Bureau of Home Economics and other bureaus of the U. S. Department of Agriculture, in the form of information on canning, preserving, pickling, drying and storing practically all native fruits and vegetables.

With the passing of the day when each family had to make most of the preparations itself for winter's supply of food, the practice of home canning and preserving had gradually declined. During emergencies such as the World War, and in the present economic situation, there is a revival of individual and community effort to put away foods, while they are plenty, for winter use. Encouraged by large crops and attendant low costs, many persons are working to save the surplus, not only for their own personal use, but for relief distribution.

Recipes for the various methods of food preservation were formerly a matter of great family pride. But, with the shift of commercially prepared foods, the home has lost much of this sort of knowledge, so that this season, when this "save the surplus" campaign got under way, canners had to seek outside information. However, the "surplus savers" are canning kinds of fruits and vegetables which they have never canned before. And for some of these there has been little or no satisfactory canning information in the homes.

In this category are included the non-acid vegetables, such as peas, beans, okra and squash, which are difficult to sterilize. They require temperatures of about 240 to 250 degrees F., that can be obtained only in a steam pressure cooker. It is dangerous and it is wasteful to take chances on inadequately sterilized canned foods. Canned Foods that spoil waste the food itself, and also the labor and expense of canning. Spoiled food is dangerous. The saving of non-acid vegetables by canning should not be undertaken, the bureau says, unless they can be obtained fresh and held under cold storage if canning is to be delayed even briefly. Many of these vegetables, however, can be dried successfully and some may be preserved by salting.

The Bureau of Home Economics has available to the public a bulletin on canning fruits and vegetables at home, which was revised this year and which contains detailed information on the various methods of home canning. Other publications of the bureau discuss jelly making, pickles and relishes, jellied grapefruit and lemon peel, jams and conserves, and some special ways of utilizing peaches." ....

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

8-Head Double End Flanger

300 Cans a Minute

This No. 315-K Bliss Automatic Flanger operates in the 300 a minute line of Bliss High Speed Sanitary Can Making Machinery and produces a perfect flange which is essential to successful double seaming. The eight heads insure easy movement with high speed and minimum wear. All adjustments are open, accessible and easily made.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester

FOR SAFETY THIS MERCHANDISE IS PACKED IN AN H&D BOX

Look for this mark on your SHIPPING BOXES!

THE HINDE & DAUCH PAPER COMPANY

800 Decatur Street Sandusky, Ohio

HINDE & DAUCH *corrugated fibre* **SHIPPING BOXES**

COLONIAL BOY COPYRIGHTED

Landreths' Garden Seeds

These seeds are so well known to the Canning Trade, that they need no introduction. This adv. is simply a reminder.

If you need anything in seeds throughout this spring or summer or for delivery after the 1931 crop, before buying elsewhere, write us stating kinds and quantities, and allow us to quote you prices.

Business founded 147 years ago.

D. Landreth Seed Company

BRISTOL, PA.

"HEINZ" HAND MADE

Cheaper Tomato Baskets

Three Baskets - Three Prices

We are now making the three following types of ß Baskets.

1. Our famous "Heinz" hand made, heavy hoop basket with 6 cross braces.
2. Machine made, heavy top hoop, galvaniz d metal, non-rurt hoop at bottom.
3. Machine made basket with flat wood veneer hoops.

We are the largest basket manufacturers in the U. S. and our quality is nationally known.

Write for samples, literature and prices.

Planters Manufacturing Co , Inc , Portsmouth, Virginia.

MACHINE MADE

What Canned Foods Distributors are Doing

Drastic Taxes on Chains Would Constitute Subsidy for Independents—Atlanta Grocery Organization Combine to Meet Chain Competition—Western Grocery Dividend Seen Endangered—Nation-Wide Pineapple Advertising Campaign Resumed.

DRASTIC TAXES ON CHAINS WOULD CONSTITUTE SUBSIDY FOR INDEPENDENTS, BOSTON CONFERENCE TOLD—In the event that drastic taxes are enacted against chain stores, this would constitute a virtual subsidy for the nation's independent merchants, without any appreciable benefit to the public, Luigi Criscuolo, of Merrill, Lynch & Co., New York City banking house actively connected with the financing of several of the nation's leading chain store organizations, declared last week in a speech delivered before the Conference on Retail Distribution held in Boston.

The retail business of this country, he said, amounts to more than $50,000,000,000 annually, of which approximately 15 per cent is said to pass through the standard chain store system. Fifty years ago chain stores as now developed were practically unknown, so that the tremendous volume of business in this country which is now conducted by chain stores has been created by making the public aware of the advantages in dealing in chain stores, he declared.

"It was entirely natural that local merchants facing chain store competition should have started agitation against them," he declared. "It was natural in some cases the independent merchant created a good deal of sympathy for himself and a great deal of prejudice against the chain. The independent was on the ground while the chain store operator was a newcomer. The independent merchant knew everyone in town and everyone knew him."

"This type of merchant existed for many years in all small towns and thousands of them exist even today with chain store competition in the offing. But, some of these merchants were not so successful as others. While some of them were efficient merchants, others were living on a hand-to-mouth basis, robbing Peter to pay Paul, with the sheriff always around the corner.

"The independent merchant might not have been able to meet the low prices quoted by the chain stores, but he had something to offer that chain stores could not offer after only a few years' residence in the town. The independent merchant knew everybody personally. He did business on credit, cashed checks, allowed families to use his telephone, made deliveries and performed other services of a nature which no well-organized chain store company could afford to do or had any intention of doing.

"That kind of merchant was not very much worried over the advent of the chains. While he might complain from time to time about the chain stores cutting prices, he held his own pretty well. The chains kept him on his toes all the time, but that is pretty good exercise for any business man. He had to keep up to the chains in every respect or lose his business, so that the competition was beneficial to both. It was only the incompetent merchant who suffered by the advent of the chains, and in the final analysis, with the ultimate consumer the person to be pleased, the inefficient merchant who gouged the public had no claim for sympathy on a purely business basis."

In commenting on the present wave of anti-chain store legislation current in the United States, Mr. Criscuolo pointed out that until recently this move was confined almost entirely to the State Legislatures and the question was not aired in large cities. However, the move for additional taxes on chain stores has again gained momentum, he declared, stimulated to a large degree by the action of the United States Supreme Court in upholding the constitutionality of the Indiana graduated-tax measure on chain stores.

Some hope was expressed by Mr. Criscuolo that the appeal from the Supreme Court's decision scheduled to be heard in the late fall would result in victory for the chain store forces. "Perhaps on that occsion," he pointed out, "the Supreme Court will decide that public interest does not dictate any drastic legislation against any form of business which lowers the price of merchandise by shortening the route between the producer and consumer."

"Merchants," he declared, "should realize that they are all members of the same family—whether they are chain store merchants or whether they have a single store. They must realize that any legislation or criticism that is aimed against the retail business merely because of its size in the field is bound eventually to reflect on every individual merchant. If a chain store company is accused of the fantastic things that we read about, such as giving short weight, inferior goods, short change, lack of public spirit, etc., and if such things were true, it would also make the public ask themselves whether old John Doe is not guilty of the same things."

"If the independent retailer will concentrate on his own business and try to compete fairly with the chain without urging any legislative handicap against the chain, he would not harm the chain, but at the same time he would maintain his own business on a profitable basis."

Atlanta Grocery Organizations Combine to Meet Chain Store Competition—The "merger" of the Quality Service Stores and the Atlanta Savings Stores in Atlanta, Ga., last week created a 303-store strong independent grocery organization, making it one of the largest co-operative buying and selling grocery organizations in the South, L. A. Welch, secretary of the Quality Service Stores, declared in making public the news of the working agreement whereby each member of one organization automatically becomes a member of the other.

The annual sales volume of the Atlanta Savings Stores total approximately $500,000, and Mr. Welch forecast that the combined volume of the two organizations would reach $2,000,000 yearly within the next few years.

The slogan of the new co-operative sales group is "Sell the public what it wants." In agreement with that motto, the new group will handle nationally advertised and known brands only, Mr. Welch declared, and no private brands will be distributed.

Sales methods of the Quality Service Stores have featured heavy advertising schedules with the Atlanta daily papers receiving the bulk of the group's expenditures. Under the "merger" arrangements, there will be a marked increase in the space used by the Quality Service Stores, and its allied group, Atlanta Savings Stores, will participate in the increased advertising displays.

The Atlanta Savings Stores, composed of 115 units, will act as purchasing agency for both organizations. Units controlled by the Quality Service Stores numbered 118 at the time of the "merger" agreement.

While the merged organization has a revised set of by-laws and a working agreement, neither, according to Mr. Welch, would infringe on the individual retailing methods of the member grocers. Each member will continue to act as an independent unit in the group.

The merger, it was learned, had been under way for several weeks and was designed primarily to meet increased chain store competition in Atlanta.

"Its force will be felt in Atlanta," Mr. Welch declared. He stated that "it was the most important grocery development in Atlanta in recent years" and pointed out that it would undoubtedly have an important effect in aiding independent merchants aligned with the new group to more effectively meet chain store competition.

No changes in the personnel of the officers of the merger groups were made, it was announced, with J. H. Croley remaining president of Quality Service Stores, and L. A. Welch, secretary, while M. Neuman remained president of the Atlanta Savings Stores.

Western Grocer Dividend Seen Endangered, Inventory Declines Burden Company—Omission of the regular quarterly dividend of 37½ cents on the common stock of the Western Grocer Company, which would be payable November 1, is likely, according to current rumors in the trade, which point out that the company seems exceedingly unlikely to earn any profit in the current quarter.

Another unfavorable factor affecting the dividend payment is that the company is now in the midst of its corn canning season, while tomato and other major packs have been recently completed, and has been faced with the expenditures of a considerable amount of cash in recent months in its operations.

In addition, the company's report for the fiscal year ended June 30 revealed that Western Grocer had to dip into its surplus to pay dividends. Its net profit of $138,890 failed by approximately $88,000 to meet the dividend requirements of $227,500.

Sharp declines have developed in the company's inventory values and it carried over from the preceding fiscal year a much larger inventory than is considered normal or safe. In view of the present depressed prices prevailing in canned food prices, present indications are that the company will suffer a heavy loss in this department unless market conditions develop a marked turn for the better.

Both jobbing and milling departments of the company, however, are on a much better standing now than they have been for some time, and the outlook for these is fairly good. During the past fiscal period, however, the jobbing division suffered heavy losses caused by the continual decline of canned food prices.

The company took a loss on sales and declining inventories during the second half of the fiscal year just ended totaling more than $125,000, due to price drops that ranged from 10 to 20 per cent in the major lines handled by the company. A sharp drop in sales volume was also reported by the company.

Western Grocer's net profit of $138,890 for the fiscal year ended June 30, last, was equal, after preferred dividends, to 65 cents a share on 105,000 shares of common stock outstanding, as compared with net profit of $253,510, or $2.70 a common share, on the same capitalization in the preceding fiscal period.

Current assets of the company on June 30, last, totaled $3,570,373, of which $2,624,651 was in inventories and but $108,765 in cash. This contrasted sharply with current assets of $3,306,768 on the like 1930 date, of which $1,893,524 was in inventories and $463,000 in cash. Current liabilities on June 30, last, amounted to $1,037,240, of which $300,000 was in notes payable, as compared with current liabilities of $619,406 and no notes payable on June 30, last year.

Nation-Wide Pineapple Advertising Campaign Resumed—The 1931-32 pineapple advertising campaign is gradually getting under full sway, the Association of Hawaiian Pineapple Canners announced last week in appealing to the nation's canned fruit distributors to co-operate and realize every benefit from the increased consumer interest caused by the country-wide advertising.

The association is utilizing nationally circulated women's magazines, newspapers and other effective means of advertising in its present campaign and states that the mediums used have a total circulation of approximately 18,000,000 people in the United States.

The campaign was started late last month and already is reaping encouraging results in increased consumer interest in the various forms of canned pineapples offered on the nation's food markets. This season's campaign is based on the necessity for stimulating quantity purchasing now that the quality of products sponsored by the association has been recognized by the buying public.

The association first started its advertising plan for sales stimulation in 1908 and results were immediate and steady. Consumption quickly doubled and trebled, with an increase of 1,500 per cent realized at the end of seven years.

Later, another campaign, which ran for several years, resulted in the establishment of certain heretofore unpopular grades as popular favorites. Consumption of canned pineapple during this period virtually doubled, the association stated.

Now with the increasing popularity of pineapple in the canned fruit market, coupled with the low price and excellent quality, the association stated that it believes that the present campaign will result in further wide increases in public demand for pineapples.

Soviet Russia Competition Held Menace to American Sardine Trade—Packers and distributors of American packed sardines face the threat of serious competition from Russian packers who "will not only undersell American producers in foreign markets, but will invade the United States markets with indentured labor products," which may require an increased tariff on these products, Representative Free, of San Jose, Cal., declared recently.

Mr. Free charges that Russian packers have a standing order which states that they will undersell any price quoted by an American packer. "Russia has gone into these industries very extensively and is entering generally into the markets of the world," he said. "I am informed that there is in various countries a standing offer to sell canned sardines and tuna fish $1 per case below any price quoted by any American producer."

"The present prices quoted by the American producers are exceedingly low and the producers are fighting for the maintenance of their industries. It is almost impossible to meet competition from abroad except where high-grade goods are demanded. The American sardine pack is superior in quality to the Russian pack and where high-grade goods are wanted the American producers have some chance to sell purely on the basis of quality. But in other instances the difference in price is the controlling factor.

"There is even a threat that Soviet producers will sell in the American market, and with their indentured labor make it very disagreeable for American producers in the latter's own country. It may be necessary for the sardine and tuna producers of the United States to ask for an additional tariff to protect the American market.

The present tariff law provides a tariff of 30 per cent ad valorem on "fish, prepared or preserved in any manner, when packed in oil and other substances," and 25 per cent al valorem on "fish prepared or preserved in any manner when packed in airtight containers weighing with their contents not more than 15 pounds each (except fish packed in oil or in oil and other substances)." It also provides for "fish, prepared or preserved, not specially provided for, in immediate containers weighing with their contents not more than 15 pounds each, 25 per cent ad valorem; in bulk, in immediate containers, weighing with their contents more than 15 pounds each, 1¼ cents per pound, net weight.

When the present measure was being drawn up in Congress, representatives of both the American producers and the importers presented their views to the tariff committee in Washington. In 1929 the associated importers of food products, through Henry H. Lange, of New York City, held that there was no competition between the American sardine and the European sardine, "if for no other reason than that the fish are so different in character, taste and size that the trade and consumer will not substitute one for the other, even at the same price, and the price is actually four to one, if not more, in favor of the American product."

Mr. Lange said there will always be a large market for the American packed sardine for a certain class of trade and a growing market, its production having increased to $14,500,000 in 1926, and an export value then of $6,126,476, and that the United States will undoubtedly continue to be the largest exporters of sardines in the world, for the reason that it is the most nourishing food, size and price considered, available. He advocated reduction of the tariff rates of 30 and 25 per cent ad valorem, "because the European sardine is no competitor of the American sardine and the price differential is so large as to place an unfortunate burden on the large body of the American public which has increasingly demanded the importation of European sardines."

On the other hand, representatives of 41 packers in Maine asked for an increase in the tariff rate from 30 per cent to 40 per cent in order to make their business a success. Robert Peacock, who represented the New England packers, said that they could not compete with Norway, which has an abundance of cheap fish, cheap oil and cheap labor.

The California Packing Corporation, of San Francisco, was opposed to any reduction of the tariff rate, saying that sardines produced at San Diego are competitive with imported canned sardines. "While the production in California," according to A. M. Lester, representing the Corporation, "of quarter-oil sardines is small compared with the importations and the production in Maine, it can, nevertheless, be increased; but it cannot be kept up to its present amount or increased if the present duty is reduced."

As already known, the tariff was not changed at that time, but if Mr. Free's prognostications are correct, a further upward revision may be necessary to protect the American industry.

POWDERED APPLE PECTIN
SPEAS-NUTRL-JEL
NEUTRAL IN COLOR AND FLAVOR
Write or Wire for Samples and Prices
SPEAS MANUFACTURING CO.
Kansas City, Mo.
Licensed under Patents 1,646,157, Oct. 18, 1927; 1,655,398, Jan. 3, 1928; Application 166,020 Feb. 4, 1927.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.

Kettle Manufacturers . . Established 1876

A Coating in Time Saves Nine - hours of labor next season. Now that the season is over, protect your machinery (pea, corn & tomato) over the winter months with a coating of C.M.C. - the positive rust eliminator.

F. H. Langsenkamp Co. 227 E. South St., Indianapolis, Indiana

Situations Wanted

POSITION WANTED As Manager, Superintendent or other responsible position by young man, experienced in handling a full line of fruits and vegetables, tomato products, pulp, catsup, jams and jellies.

Address Box B-1824 care of The Canning Trade.

WANTED—By a man at present employed, a position either in the manufacturing or sales department of the canning trade, or in the machinery and supply department of the industry; has large acquaintance with wholesale grocers, chain stores and canners; has attained results in all lines of the business. References.

Address Box B-1827 care of The Canning Trade.

POSITION WANTED - By capable man of 20 years experience packing a full line of fruits and vegetables; also a machinist and builder. Will consider most any kind of proposition.

Address Box B-1828 care of The Canning Trade.

LABELS

—as you like them
—when you want them

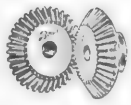
We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co. INCORPORATED
MANUFACTURERS OF LITHOGRAPHED LABELS
BEDFORD VIRGINIA

GEAR, SPROCKETS, TRANSMISSION



Service to machinery manufacturers and the canning industry.

We maintain a large assortment of stock gears and are equipped to furnish sprockets, gears, and silent gears on short notice.

SLAYSMAN & COMPANY
Manufacturers of Industrial Gears.
801 E. Pratt St., Baltimore, Md.

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

Loren J. Sherff & Company

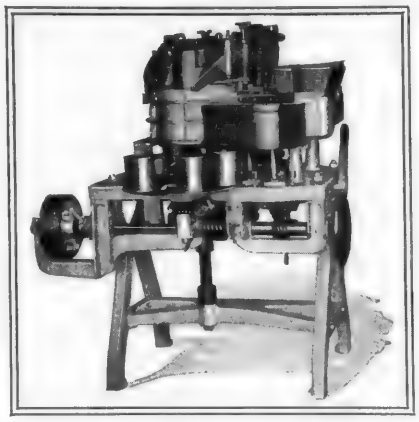
Certified Public Accountants
112 West Adams Street
CHICAGO

THE BOOK YOU NEED ! !

"A Complete Course in Canning."

5th Edition *386 Pages* *Price $10.00*

Published by THE CANNING TRADE.



A MACHINE THAT BROUGHT ABOUT A NEW PROCESS.

With the inception or the Hansen Automatic Kraut Filler the old method of hand filling, brining, exhausting and cooking kraut was replaced by the Hansen Kraut Process.

The Hansen Automatic Kraut Filler fills, brines and tops pre-sterilized kraut into 60 cans per minute, with one operator, and passes them direct to the sealing machine, eliminating the necessity for exhausting and cooking. In addition to a great saving in labor and equipment the Hansen Automatic Kraut Filler, by accurate can filling, produces approximately 10% more cases per tank than hand pack methods.

If you would compete, investigate the Hansen Automatic Kraut Filler.

HANSEN CANNING MACHINERY CORP.
CEDARBURG, WISCONSIN

HANSEN

Hansen Pea and Bean Filler
Hansen Corn Cooker Filler
Hansen Fruit and Vegetable Filler
Hansen Sanitary Conveyor Boot
Hansen Sanitary Kraut Filler
Hansen Quality Pea Grader
Hansen Automatic Tomato Filler
Hansen Four Roll Beet Topper
Hansen Sanitary Gallon Filler
Hansen Whole Grain Corn Cutter
Hansen Chili Con Carne Filler

SMILE AWHILE

There is a saving grace in a sense of humor.
Relax your mind—and your body. You'll be better mentally, physically—and financially.
SEND IN YOUR CONTRIBUTION.
All are welcome.

CALLED THEIR BLUFF

"Do you remember that couple we met on the steamer we took such a violent fancy to—I mean the people we invited to visit us?"

"Yeah. You don't mean to say—"

"Yes, the idiots are actually coming."

Mr. A.—Talking about large vegetables, I knew a man in Essex that raised a pumpkin so large that his two children use a half each for a cradle.

Mr. B.—That's nothing. We have in this town as many as three policemen sleeping on one "beet."

Uncle Tom—How are you getting along in school, Walter?

Walter—Fine, Uncle Tom. Brother Gregory said if all the boys were like me he would close the school this week.

As the village baker was retiring from business he had the following advertisement published in the daily papers:

"For sale, baker's business. Good trade. Large oven. Present owner been in it for seven years."

"Then you deny," said the magistrate, "that you were rude to the policeman when he asked to see your license?"

"Certainly, sir," replied the motorist. "All I said was from what I could see of him I was sure his wife would be happier as a widow.

AN AUSTIN YARN

Why on earth are you building a three-car garage for that bantam auto of yours?"

"I want to do a little indoor driving this winter.'

NOISY MACHINERY

Mother—Why ever are you sitting there when you ought to be in bed?

Peter—There's a mosquito in my room.

Mother—It hasn't bitten you, has it, darling?

Peter—No, but it comes close enough for me to hear its propeller.

Teacher—In what battle did General Wolfe, when hearing of victory, cry, "I die happy"?

Class Dunce—I think it was his last battle.

"It was during the impanelling of a jury that the following colloquy occurred:

"You are a property holder?"

"Yes, your honor."

"Married or single?"

"I have been married for five years, your honor."

"Have you formed or expressed an opinion?"

"Not for five years, your honor."

UNCLE SAM feeds his boys all over the world from cans . . . and the food is as good, as fresh, as delicious and healthful as though it came from the fields or orchards just a few hours earlier. Heekin is proud to be a part of one of the greatest industries in the world—the food industry—contributing our part by making good cans—and delivering them promptly and in excellent condition to the cannery on schedule. If you have never talked with a Heekin representative we welcome an interview with you. Thank you.

You'll find them everywhere..

HEEKIN CANS

The Heekin Can Co., Cincinnati, O.

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, OCTOBER 5, 1931

WEEKLY REVIEW

Canning Season Ending, With Indications of a Half Pack of Tomatoes—Revival of Buying Hoped for Has Not Come—As a Western Canner and Broker Sees It. The Big Advertising Campaign Begins.

SEASON ENDING—More and more reports of canners through with this season's packing are coming to hand, and still others are heard of. The 1931 canning season is over, here in the Tri-States, down in Virginia, and in many sections of the Middle West. The only reason for not saying that it is all done is that some canners are holding out to get the last possible case, because their pack is disappointingly small. We speak here, of course, of tomatoes, and it begins to look as if that pack will be close to a 50 per cent one, the difference either way small. The answer will come: wait, they are still canning and may keep on to the end of this month. What if they do? They can't add any material amount to what they now have, for the fruit is not on the vines, and what is there is of very poor quality. And they don't want that, and won't touch it. But even if fruit were there, lots of them would stop, because the market is so unsatisfactory that the more they do the more they will regret it.

There is every good reason why canned tomatoes should advance in price, and rather sharply. But will they? Business conditions are against it, and the struggle to profit-showing prices is unusually hard. Market action or indications as read by experts means nothing. Buyers in other lines of industry have been known to tell the salesman calling on them: "Here is the price we will pay" (and for the smallest possible unit, not big lots), and the salesman has answered that the price does not cover cost, and is out of the question. The buyer answered, "Well, if you want to sell, that's the price," and, of course, the salesman walked away. But it shows the attitude. Will this change soon? It ought to, so far as foods are concerned. Cold weather is approaching and supplies ought to be in before the roads and rivers close. Approaching Winter may force some sizable buying. But there are more houses without coal in the cellar today than ever before known at this season—and we mean houses which will and can buy, but have been putting off buying. That is a disease right now, that procrastination in buying. But don't misunderstand us, we don't mean to endorse that fool advice—"Spend and bring back prosperity." That is idiotic.

There are no changes worth mentioning this week in the canned foods market. There has been the usual run of business, in small orders, covering about all the line, and always for immediate shipment, but the expected Fall buying in decent sized blocks has not materialized. There are those who say it will not, and that buying will go on as now, and that the price changes will take place very slowly.

Under date of September 29th, J. LeRoy Farmer, of Cedar Rapids, said, and it shows how the canners feel about the present market:

"September 29, 1931.

"Now with the pack of the main vegetable items is practically at a close, with the exception of tomatoes, and this is very nearly completed, at least far enough along to get a pretty good idea that we will have only about a 60 per cent of a pack, we learn that the total pack for the main items of corn, beans, tomatoes and peas, will be about 14,000,000 cases less than that packed last year.

With prices lower than they have been for a long time, we now feel that we are due for a slight upturn in prices. We all know that every jobber, broker and packer in the entire country would feel better if the market would begin to stiffen rather than decline. We believe we have seen the bottom.

Canned corn is the only item packed up to a normal year's supply, but with the other items all running short, should make corn a good item also for the jobbers. We believe this is an exceptionally good time for the jobber to purchase at least a portion of his requirements.

We are not going to quote prices in this letter, but for your information we still have canned corn of the Standard, Extra Standard and Fancy varieties in the Stowell's Evergreen, same grades in the

Narrow Grain. We have Extra Standard Country Gentleman, Fancy Crosby, all the corn being packed in No. 2 size tins. We have Tomatoes, Standard and Extra Standard, in No. 2's, 2½'s and 10 size tins, and Standard Cut Green Beans in No. 2's and 10's, Standard grade only; also Cut Wax Beans in Standard, Extra Standard and Fancy in No. 2 and No. 10 size tins. Pumpkin this year in only No. 10 size and Tomato Puree in No. 10 size tins."

As a stimulus to canned food consumption, it is pleasant news to learn that the big advertising campaign is about to begin. An announcement from the National Canners Association, just at hand, says:

"With a substantial sum definitely subscribed by its underwriters, the projected national advertising campaign for canned foods will start in the November or December issues of leading publications.

A special committee representing the subscribers will be in charge of the campaign, and this committee is meeting today with representatives of the MacManus advertising agency to work out plans for the coming year.

While details of the entire campaign cannot be announced at the present time, it is stated that it will be essentially educational in character and that it will be directed to the consumer. The principal mediums to be used will be women's magazines.

The adverising will be sponsored by the National Canners Association, and will convey directly to millions of American homes the scientifically established facts about canned foods.

The forthcoming campaign is not intended to displace the advertising now being done by various companies and groups of companies. Instead, it will furnish a background that will make more effective the advertising of individual products."

Other markets are reported in detail, and prices will be found on their regular page.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Tomatoes Held the Spotlight in the Local Market—Prices Well Maintained—Corn Prices Lower—Most Canned Foods Eased Off in Price.

New York, October 1, 1931.

TOMATOES—Tomatoes held the spotlight in the local market during the past week, with aggressive short coverings and futures buying maintaining the higher prices posted on this pack during the past week or so.

Other prices were largely unchanged with the exception of Maine corn, which was to new low levels following the release of a government crop report showing that the 1931 pack would show a substantial gain over last season's.

With the exception of tomatoes, however, the trade showed little buying interest, with distributors maintaining their policy of hand-to-mouth buying as a group. Scattered instances of bargain offerings being snapped up at sub-market prices in various items are heard, but this condition has prevailed for a long time, and has little effect on the market as a whole.

Tomatoes—Prices are well maintained in the face of heavy short covering and futures buying of Tri-State offerings, aided by advances in the California prices in sympathy with the bullish tone of the Eastern packs. Southern pack No. 2s range from 67½ to 70c, with few sellers found at the lower level, while No. 3s are held at $1.00 and 10s at $3.15, with some sales reported at $3.25, peninsula.

With packing in the Tri-States virtually completed, the latest available estimate placed the pack on September 15 at approximately 40 per cent lower than the corresponding date last year.

Dame Rumor says that several local dealers were severely nipped in covering short lines, extended in hope of lower prices. The technical position of tomatoes in the market remains such that sustained buying at present volume will work prices into higher ground shortly.

California tomatoes firmed up, with spots being generally held at 90c for 2½s and $2.90 for 10s, coast. Some independents posted futures at 90c for 2½s and $3.10 for 10s, coast.

Corn—Maine Golden Bantam and fancy Crosby were offered in the local market at 85c by several large factors, following reports of increased packs confirmed by the government crop report on the 1931 pack, which showed that output would likely exceed that of 1930 by a substantial margin. Prices of Western and Southern corn were lower in sympathy.

Salmon—Fancy grades are moving along into consuming channels in good shape, but buyers are backward on covering on Alaska reds, due to fear of the large pack this season disturbing prices. Pinks are not moving very rapidly with dealers afraid that prices will work lower. All major factors, however, have up to the present maintained price schedules.

Peaches—Aided by increasing retail demand for canned peaches, with the fresh fruit growing more expensive daily, prices showed signs of increased firmness during the week. Buyers have not been able to cover at the low prices prevailing recently, and indications are that prices in this pack will gradually advance when the full retail demand starts.

Apples—Upstate canners are posting apples at low prices, with buyers showing little interest. Apple sauce has been freely offered as low as 75c, and $3.75 for No. 2s and No. 10s, respectively.

Peas—New York State canners have eased off slightly in postings on top grades of sweet peas. Standard sweets, however, are holding firmly at $1.00. Other goods held unchanged.

Pears—Northwest factors are maintaining prices despite general irregularity in canned fruit prices and the undertone of the local price structure is firm with demand steady.

Shrimp—Developed softness in the price structure with medium and large being offered at substantial declines by some factors.

Berries—With revised interstate shipping rules providing for inspection of all new-pack Maine blueberries before shipped out of the State, buyers here no longer have to worry about getting stuck with substandard packs. Some packers have raised prices, but the majority offer new pack at $4.50 factory.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Buyers Contonue to Wait—Tomatoes Now Seen as Definitely Scarce—Low Priced Beans Arrive—Refusing to Consider Corn Purchases—Peas in Quiet, Steady Sale—End of Free Milk Deal Strengthens That Market—The Banking Situation.

Chicago, October 1, 1931.

WAITING—Another week has transpired with buyers still playing a waiting game, whereas at this time in previous years there has almost always been a vigorous business. Canners generally are finding it possible to close business for current needs with established trade, but as far as quantity dealings are concerned they are for the present out of the general order of things.

Buyers freely admit that they are no doubt passing up fine trading opportunity, but the dictates of the finance man overrules any disposition to take advantage of snaps. Always assuming that the public has not greatly altered its buying habits, canners who are unable to sell now should feel reassured that such factory surpluses as exist in first hands are not excessive and are in the hands of the best financed operators, who are also better than average merchandisers.

Tomatoes—Reports of reduced productions come in from all quarters; while no actual freeze ups are reported, the deliveries now coming in are irregular color, smaller fruit and poorer flavor. It is generally agreed that this is not a year of big tomato production, and that fact is emphasized by a reduced acreage. With circumstances like the present in ordinary seasons the prices would be 15 to 20 per cent higher than now possible. The general atmosphere of conservation has permeated canned foods lines and is too deep seated to be easy of explanation. In every tomato-producing district it is apaprent that there are some operators who are producing conservatively and carefully, but are not selling. They know their actual costs to produce and know that by being patient they will later on come into selling conditions fairer to producers. Eastern standard 2s are still being quoted 65c to 67½c factory; Indianas at 75c. Apparently there is as much support to this basis as if they were lower.

Beans—An unexpected supply of fine No. 2 cut green beans from the Baltimore district, priced in the low 60s, have encouraged buyers to take hold, and their sales drives, even at this premature time, are resulting in good business, and in many cases already developed wholesale repeat orders. While there are a lot of beans canned up, it is apparent that price has been put at a level where they will clean up.

The bean pack is almost over except in the Southern States in a small way; cool nights now prevailing are driving the worms inside the pods in many localities, and canners are having to watch doubly close against this trouble. In some cases they are flatly refusing to touch deliveries from certain patches. Bean prices have apparently hit the low dip and will gradually do better.

Corn—Reports of heavy productions in most all states, and a persistent refusal by jobbers to anticipate their needs, has caused a slight temporary easiness in prices.

Right now, with so many fresh vegetables generally available, the consumer is not calling for canned corn, and distributors have not felt inclined to put much selling pressure and publicity on corn. Give some frosty weather with store stocks of fresh vegetables reduced to potatoes, turnips, squash, cabbage and pumpkin, and corn will receive the full attention of the best selling talent in the food business.

Iowa standard No. 2 is still available at 75c, Indiana at 70c, Ohio 65c, with a few buyers boasting of having shaded those figures slightly.

Peas—A quiet steady sale is evident; consumption seems to be fairly balanced, with a steady shipping schedule which apparently satisfies the finance people in the pea-producing districts; also, there is an increasing measure of bankers' co-operation being accorded the pea producers which is quite lacking in some other lines. Pea prices generally are unchanged.

Milk—The calling off of the free deal by big advertisers resulted in a general strengthening of prices among independent sellers, who had been suffering badly because of advanced costs on raw milk. The general atmosphere is now cleared up as to excessive surpluses of canned milk, and at least some habitual price-cutting independents are coming out of the recent slashing party much subdued as to what extreme ideas they are going to dare put in effect in the future.

Canned Foods Loans—In talking with one of the best-posted canned foods men in the country recently he ventured the opinion that if the doctors, lawyers and preachers in canning communities took such radical, positive and arbitrary attitude toward the general welfare of their communities as their bankers their stays there would be very brief. There is such a thing as mixing sound banking practice with best judgment as to what is to be the maximum interest of the community, when the U. S. authorities have admitted such staple items as canned tomatoes, corn and beans into classification as collateral for Federal Reserve bank loans, why should we get continued reports of such inexcusably arbitrary attitudes by some bankers. In some states this is being worked out; other places one might think it getting worse rather than beter.

OZARK MARKET

By "OZARKO,"
Special Correspondent of "The Canning Trade."

Cooler Weather Sets In—Most Canners Have Closed Down—A Very Short Season—Most Sales by Canners Needing Ready Money—Better Canners Holding—Chain Store Buyers Expected—Beans Unchanged. Retail Buying on a Small Scale.

Springfield, Mo., October 1, 1931.

WEATHER—The heat wave that had prevailed throughout the Ozarks continuously for about 25 days at an average temperature of 90 degrees was broken by a decided drop in the temperature to 48 degrees on the night of the 25th inst., and this low average of temperature has continued to prevail since then. This drop in temperature will not be of any benefit whatever to the canning industry, as there are now very few tomato fields with any fruit whatever on the vines. Most tomato canners have closed their factories for the season. It is possible that a very few canners will make one or two short runs during the present week.

Short Canning Season—The 1931 canning season will prove to be one of the shortest tomato canning

seasons that canners in the Ozarks have experienced. As a rule, canners in the district begin canning tomatoes the last week in July or the first week in August, and, generally speaking, continue packing until about October 20. When these statements of fact are given consideration, every one who reads this market letter should quickly realize why tomato canning in the Ozarks is so short this year.

Sales Spot Tomatoes—There have been more or less sales of tomatoes in car lots during the past week, but the total volume is very considerably less than is usual at this season of the year. Most carlot sales were confirmed by canners who were in urgent need of quick ready cash, and at about the following range of prices: No. 303 tins, 16 oz., 55c to 60c; a few cars of No. 2 standards that may not pass the grade as low as 60c, but most sales of No. 2 standards were at 62½c to 65c, and some cars of this size of extra good quality, wanted for buyer's labels, sold at 67½c to 70c. There were also a few cars of No. 2½ standards at 90c, and some No. 10 standards at $3.25 to $3.50.

Today's Tomato Prices—There are a few canners in the Ozarks holding very few cars of tomatoes, who are urgently in need of quick ready cash, that would likely confirm sales for immediate shipment at about the following range of prices: No. 1 standards, 10 oz., 42½c to 45c; No. 303 tins, 16 oz., 57½c to 60c; No. 2 standards, 62½c to 65c; No. 2½ standards, 90c to 95c; No. 10 standards, $3.25 to $3.50.

There is another class of canners who are prepared to hold their unsold packs of tomatoes for better market prices who would not confirm any sales of No. 2 standards for less than 70c, as this class of canners firmly believe that within 30 days it will be possible to sell that size for 75c. The same class of canners that may be holding No. 2½ standards of good quality are indifferent about making any sales at less than 95c.

Short Tomato Pack—A good many canners in the Ozarks now fully realize the shortness of the tomato pack this year, and every canner that can arrange his business affairs so he can do so shows an inclination to store away their unsold holdings of this year's pack of tomatoes and hold same for a higher market. These canners expect market prices on tomatoes to go considerably higher before the end of the year, and very much higher prices to rule at the opening of business in January. There does not seem to be any special desire on the part of the better class of tomato canners in the Ozarks to make any sales for shipments that would be delayed beyond the end of October. Generally speaking, canners in the district that are holding any tomatoes fully realize that they must make some profit on their unsold holdings.

Total Tomato Pack—It will probably not be possible to definitely determine the total tomato pack in the Ozarks this year for about thirty days. Some canners are of the opinion that the total pack in the district for the season will not exceed 1,600 cars, and the highest estimate any canner is making is a probable 2,000 cars. It is our opinion, however, that the last mentioned estimate is rather high.

Chain Store Buying—It is now rumored that three of the largest chain store grocery companies will likely be buying tomatoes in the Ozarks within the next two weeks, and it is expected that the total purchases that will be made by these large chain store buyers will total around 300 carloads. If this proves true, this will cut a big hole in canners' unsold holdings, and will undoubtedly have the effect of bringing about higher prices on all sizes of tomatoes packed in the Ozarks. Jobbing grocers generally have been buying tomatoes in such a niggardly way, many only a single carload at a time, that it is practically indisputable that jobbing grocers generally are carrying but a limited supply of tomatoes in their warehouses. It is difficult to understand why jobbing grocery buyers are not giving more attention to the providing of their winter and spring requirements of canned tomatoes, and the only solution that we have had offered is the shortness of finances.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Shrimp Pack in This Section Slowed Up Considerably This Week—Water in the Bay Gets Brackish and Small and Large Shrimp Mix—Oysters Are Showing Up in Very Good Shape.

Mobile, Ala., October 1, 1931.

SHRIMP—The shrimp pack in this section slowed up considerably this week, and while the shrimp were nice and large, yet they were not as plentiful as they have been, and the shrimpers found it difficult to locate them.

A pretty good norther sprang up three days ago, and if it lasts for several days longer it will no doubt mix the shrimp in the bays, as a heavy north wind has a tendency to drive the fresh water and the small shrimp from up the rivers and bayous into the bays. The water in the bays gets brackish and the large and the small shrimp mix up, hence the shrimpers have to go in the Gulf to fish in order to avoid the small shrimp which the factories will no doubt refuse to take now.

The indications are that the peak of the shrimp pack in this section has been reached this season, and production from now on will be on the decline until the close of the season.

With two-thirds of the seafood factories in Alabama, Mississippi and Louisiana being shut down this fall, there is not much prospect of a normal pack in this section this fall, and it is a blessing in disguise to the industry, because the outlet to production gets clogged up too quickly nowadays, and it is mighty slow work clearing up. Under the circumstances, it may be said that under-production in any commodity these days and times is healthier than overproduction. In normal times under-production has a tendency to boost prices sky high, but the best that a producer or manufcaturer can expect of under-production now is a living profit, and many a firm has gone broke these depressed times due to light production and low prices for their merchandise.

The market on canned shrimp is moving along like the links on a missing cogwheel. It manages to catch once in a while and keep going, but at that canned shrimp is no worse than other commodities, and it enjoys a better position than many, so why complain.

While there have been some forced sales of canned shrimp due to the need of ready cash by some of the packers to operate, yet the price has been held around $1.35 per dozen for No. 1 medium and $1.50 per dozen for No. 1 large, f. o. b. factory. There is very little demand for small shrimp, the price is irregular and the stock light.

Oysters—Oysters are showing up in good shape and the cold spell of the last three days has greatly stimu-

lated the demand for them. However, the price has not been boosted any, and raw oysters are cheaper now than they were this time last year.

There is no probability of any oysters being canned until December, and no prices are yet available.

Sweet Potatoes—There is very little, if any, acreage of sweet potatoes that has been contracted by the packers of this section, and while there will be some sweet potatoes canned, yet the pack will be light and will start about the latter part of October.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Activity in Shipping—Adjusting Prices on Export Goods to the Pound Value—Tomato Canneries Closing Down—Half Pack and Prices Advancing—Marketable Pack of Peaches Only About Eight Million Cases—Low Prices on Fruits for Salad—The Pineapple Pack Large and Shipments Keep Pace With It.

San Francisco, October 1, 1931.

SHIPPING PARADE—Judging by activities on the San Francisco water front during the past week, the big parade of California canned products to Europe and the Orient seems to have set in. Almost every vessel that left port for a foreign country had large consignments of canned fruits, vegetables or fish aboard, and shippers were encouraged to express the opinion that this is just the beginning of a broader export movement. Buyers in foreign countries have been out of the market until recently, and it may be that the flurry noted of late simply represents a stocking up with new-pack goods and not any real increase in demand. The monetary troubles abroad, particularly in England, have brought new problems in their wake, and canners doing business there have been called upon to revise their plans of operation. The California Packing Corporation, for instance, has readjusted the price list of its subsidiary, British Sales, Ltd., of London, to conform to the drop in the pound sterling. Prices have been increased approximately 15 per cent, and are changed from day to day to conform to the fluctuations in exchange rates. This concern is in a position to leave the cash lie in Great Britain, and has protected itself against changes in exchange rates on future shipments. British Sales, Ltd., accounts for between three and four per cent of the total billings of the California Packing Corporation.

Tomatoes—As the season advances it is becoming apparent that the pack of tomatoes in California will show a very marked decrease from that of last year. Already canneries are commencing to close down, and most of the plants that are open are operating on a limited schedule, with some of them confining operations to two or three days a week. The outlook is for a pack of less than half that of 1930, with some well-informed operators holding that the pack will be in the neighborhood of 40 per cent of that of last year. Canning stocks in most districts are of rather inferior quality, so that the percentage of solid pack goods will be especially small. One of the surprises of the season has been the low quotations made by canners, especially on standards, despite the reports of light packs here and throughout the country. During the week, however, there has been a stiffening of prices, and several packers have advanced No. 2½ standards to 95c and No. 10s to $3.10, with other sizes in proportion. These prices are still considered far too low, when costs are taken into consideration.

Peaches—With no definite statement of the size of the California cling peach pack having been made, it is safe to say that this will not exceed 8,400,000 cases, based on No. 2½ cans, and may be 50,000 cases less. This pack includes fruit put up in No. 10 cans and intended for re-manufacture into fruits for salad. This is estimated at 475,000 cases, reduced to the No. 2½ size. This means that this year's pack of cling peaches to be marketed as such will be well below 8,000,000 cases. Cost packers are quoting fancy cling peaches in the No. 2½ size at $1.80 a dozen, with freestones at $1.75. The latter were packed in but a limited quantity.

Fruits for Salad—Prices on fruits for salad are about the lowest quoted since the packing of this item commenced, but the bargains offered do not seem to excite more than routine interest. Most of the pack is made in the winter season, and canners have only themselves to blame for overproduction, since the output can be held closely to the demand. Quotations at San Francisco are largely as follows: No. 1, $1.50; No. 2, $1.90; No. 2½, $2.50; No. 10, $8.60.

Pineapples—The pineapple packing season on the Hawaiian Islands is largely over, and several of the large plants have been closed. The pack from January 1 to August 29 was 12,115,725 cases, an increase of 1,142,539 over the same period in 1930. Only the highest grade of fruit is now being handled, and it is not believed that much more than a million cases will be packed between the end of August and the close of the year. Shipments of canned pineapple from the islands during the first eight months of the year amounted to 6,416,636 cases, a gain of almost half a million cases over the same period in 1930. Active steps were taken this year to hold down production, largely through strict grading regulations, and an estimated output of 16,000,000 cases is being held to slightly more than 13,000,000 cases. Plans for balancing production with demand can be carried out more easily in the pineapple industry than in almost any other in agriculture, owing to the fact that much of the fruit is grown by the canners themselves, and the number of canning firms is limited. Steps have already been taken to curtail the 1932 and 1933 production, and next year's output may be even lighter than that of the present year.

Paying Fruit Growers—A partial payment of $5 a ton to peach growers whose fruit was purchased by the Cling Peach Control Committee and dropped, will be made at once, it is announced by Preston McKinney, secretary of the committee. At the same time, refunds will be made to canners who purchased peaches on open-price contracts and who paid in to the committee $4.50 a ton, in addition to the contribution of $5.50 a ton made on all fruit under the curtailment program. Only a small portion of the $4.50 payments will be required by the committee, owing to the sharp reduction in the estimated surplus the committee had to buy, and the balance will be refunded to canners. They, in turn, will pay the entire amount to growers delivering fruit under open price term or seasonal contracts. This refund does not apply on fruit bought under fixed price term contracts, co-operative or similar contracts, as the curtailment expense on such fruit was limited to $5.50 a ton. The committee purchases of fruit will probably be about 98,000 tons. The final price to be paid growers will be slightly more than $8 a ton for fruit dropped, with $2.50 additional per ton where trees are removed. Final payments will be made as soon as the full price to growers can be determined.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	3.75
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.60
Peeled, No. 2½	.....	4.75
Medium, No. 2½	.....	3.25
Green Mammoth, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq.	.....	3.50
Small, No. 1 sq.	.....	2.85
Green Mammoth, No. 1 sq.	3.40	3.10
Small, No. 1 sq.	2.80	2.70
BAKED BEANS‡		
In Sauce, 8 oz.	.45	.....
10 oz.	.60	.....
16 oz.	.62½	.....
No. 2½	1.25	.....
No. 10	3.35	.....
BEANS‡		
Stringless Stand. Cut Green, No. 2.	.65	.65
Standard Cut Green, No. 10	3.00	3.25
Standard Whole Green, No. 2	.90	.....
Standard Cut Wax, No. 2	.75	.....
Standard Cut Wax, No. 10	3.75	.....
Red Kidney Standard, No. 2	.90	.....
Standard, No. 10	4.25	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2 Tiny Green	1.75	1.75
No. 10	9.00	.....
No. 2, Medium Green	1.45	.....
No. 10	8.00	.....
No. 2, Green and White	1.10	1.20
No. 10	6.00	.....
No. 2, Fresh White	.90	.90
No. 10	5.00	.....
Soaked, No. 2	.77½	.....
BEETS‡		
Baby, No. 2	.....	1.85
Whole, No. 2	1.15	.....
Whole, No. 3	1.25	.....
Whole, No. 10	3.75	4.00
Cut, No. 2	.80	1.20
Cut, No. 10	2.85	.....
Diced, No. 10	3.90	.....
CARROTS‡		
Standard Sliced, No. 2	.70	1.05
Sliced, No. 10	3.50	.....
Standard Diced, No. 2	.65	.....
Diced, No. 10	3.25	.....
CORN‡		
Golden Bantam, Fancy, No. 2	.....	.95
Extra Standard, No. 2	.....	.90
Extra Standard, No. 10	.....	.....
Shoepeg Fancy, No. 2	.90	.....
Extra Standard, No. 2	.82½	.....
Standard, No. 2	.75	.....
Standard, No. 10	.....	.....
Crushed, Fancy, No. 2	.90	.....
Extra Standard, No. 2	.75	.....
Standard, No. 2	.70	.90
Standard, No. 10	4.00	4.50
HOMINY‡		
Standard Split, No. 3	.90	.....
Split, No. 10	3.00	.....
MIXED VEGETABLES‡		
Standard, No. 2	.82½	.....
No. 10	4.25	.....
Fancy, No. 2	1.05	.....
No. 10	5.00	.....
OKRA AND TOMATOES‡		
Standard, No. 2	1.10	1.45
No. 10	.....	.....
PEAS‡		
Petit Pois, 1s	.72½	.....
No. 2 Fancy Sweets, 2s	.....	1.75
No. 3 Fancy Sweets, 2s	.....	1.60
No. 4 Fancy Sweets, 2s	.....	1.40
No. 5 Fancy Sweets, 2s	.....	1.20
No. 5 Std. Sweets, 2s	.....	.....
No. 4 Early June, 1s	.....	.....
No. 1 Std. Alaskas, 2s	1.15	.....
No. 2 Std. Alaskas, 2s	1.00	.....
No. 3 Std. Alaskas, 2s	.90	1.00
No. 4 Stds. Alaskas, 2s	.85	1.05
No. 2 Std. Alaskas, 10s	5.00	.....
No. 3 Std. Alaskas, 10s	4.75	5.50
No. 4 Std. Alaskas, 10s	4.50	5.00
PUMPKIN‡		
Standard, No. 2½	.85	.....
No. 3	1.00	.....
No. 10	2.40	.....

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.65
No. 2½	.80	.75
No. 3	.85	.90
No. 10	2.55	2.75
SPINACH‡		
Standard, No. 2	.70	.70
No. 2½	.95	1.10
No. 3	1.05	.....
No. 10	3.00	3.00
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 2	1.30	.....
Standard Green Corn, Dried Limas, No. 2	1.05	.....
(Triple) No. 2 (with tomatoes)	1.20	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B. factory	.....	.....
No. 2½	1.00	1.00
No. 3	1.05	1.20
No. 10	3.70	3.50
TOMATOES‡		
Extra Standard, No. 1	.50	.....
F. O. B. County	.47½	.40
No. 2	.80	.....
F. O. B. County	.75	.....
No. 3	1.10	.....
F. O. B. County	1.00	.....
No. 10	.....	.....
F. O. B. County	3.00	.....
Standard, No. 1	.47½	.....
F. O. B. County	.45	.....
No. 2	.70	.67½
F. O. B. County	.67½	.....
No. 3	1.05	.....
F. O. B. County	1.00	1.00
No. 10	3.50	.....
F. O. B. County	3.25	3.25
TOMATO PUREE‡ (F. O. B. Factory)		
Standard, So. 1, Whole Stock	.37½	.37½
No. 10, Whole Stock	2.50	2.25
Standard, No. 1 Trimmings	.35	.....
No. 10 Trimmings	2.00	.....

Canned Fruits

APPLES‡ (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	2.60	.....
Pa., No. 3	1.25	.....
No. 10, solid pack	3.50	.....
APRICOTS* (California)		
Standard, No. 2½	1.60	1.60
Choice, No. 2½	1.80	1.70
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	.....	1.50
No. 3	.....	.....
No. 10, water	4.00	.....
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.70
No. 10	5.35	5.00
CHERRIES*		
Standard Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	6.25	.....
California Standard, 2½	2.40	1.90
Choice, No. 2½	2.60	2.25
Fancy, No. 2½	.....	2.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz.	.65	.....
No. 2	1.35	1.30
No. 5	4.10	4.25
No. 1 Juice	.85	.....
No. 5 Juice	4.00	.....
PEARS*		
Standards, Keifer No. 2, in syrup	1.00	.....
Fancy, No. 2½	1.50	.....
California Bartletts, Standard 2½	2.40	1.75
Fancy	.....	2.15
Choice	2.75	1.95
Standard, No. 10	6.50	.....

CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½, Y. C.	1.40	1.50
Choice, No. 2½, Y. C.	1.65	1.65
Fancy, No. 2½, Y. C.	.....	2.10
Extra Sliced Yellow, No. 1	.90	.....
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	4.25	.....
PINEAPPLE*		
Hawaiian Sliced, No. 2½	1.80	1.95
Sliced Standard No. 2½	1.65	1.70
Sliced Extra, No. 2	1.80	1.95
Sliced Standard, No. 2	.....	1.50
Grated, Extra, No. 2	.....	1.75
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	7.50	.....
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.85	.....
Preserved, No. 2	1.70	.....
Extra, Preserved, No. 1	.95	.....
Extra, Preserved, No. 2	1.90	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	2.75	.....
No. 10s	11.00	.....

Canned Fish

HERRING ROE*		
10 oz.	.75	.....
17 oz.	.80	.....
19 oz.	1.00	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	3.25
¼-lb. cases, 4 doz.	.....	1.60
OYSTERS*		
Standards, 4 oz.	1.00	.....
5 oz.	1.10	1.10
8 oz.	2.00	.....
10 oz.	2.20	2.30
Selects, 6 oz.	2.25	.....
SALMON§		
Red Alaskas, Tall, No. 1	2.50	2.50
Flat, No. ½	1.70	2.20
Cohoes, Tall, No. 1	1.85	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. ½	.75	.92½
Pink, Tall, No. 1	.92½	.....
Sockeye Flat, No. 1	3.40	.....
Flat, No. ½	.75	.....
Chums, Tall	.87½	.87½
Medium, Red, Tall	2.00	.....
SHRIMP§		
Dry, No. 1	1.40	1.50
Wet, No. 1, Large	1.60	.....
SARDINES§ (Domestic), per case		
¼ Oil, keyless	.....	†3.20
¼ Oil, Decorated, Keys	.....	†3.70
¼ Oil, Tomato, Carton	.....	†4.10
¼ Oil, carton	.....	†4.10
¼ Mustard, Keyless	.....	†3.20
¾ Mustard, Keyless	.....	†2.90
California Oval, No. 1	3.35	†3.25
TUNA FISH§ (California), per case		
White, ½s	.....	8.50
White, 1s	.....	13.00
Blue Fin, ½	.....	6.75
Blue Fin, 1s	.....	12.50
Striped, ¼	3.35	.....
Striped, ½s	4.75	6.25
Striped, 1s	8.75	11.50
Yellow, ¼s, Fancy	4.90	.....
Yellows, ½s, Fancy	7.80	6.50
Yellow, 1s	14.60	12.50

WHERE TO BUY

—— the Machiney and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.

ADJUSTERS, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.

Apple Paring Machines. See Paring Mach.

BEAN SNIPERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BASKETS, Picking
Planters Mfg. Co., Portsmouth, Va.

Baskets, Wire, Scalding, Picking, etc. See Cannery Supplies.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

BELTS, Carrier, Rubber, Wire, Etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.

Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.

Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.

Bottle Screw Caps. See Caps.

BOX (Corrugated) SEALING MACHINES.
A. K. Robins & Co., Inc., Baltimore.

Boxes, Corrugated Paper.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Westminster Mach. Works, Westminster, Md.

BROKERS.
Phillips Sales Co., Cambridge, Md.

Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, Etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore

Cabbage Machinery. See Kraut Mchy.

CAN COUNTERS.
Ayars Mach. Co., Salem, N. J.

Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.

Can Markers. See Stampers and Markers.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Capping Steels, Soldering. See Cannery Sup.

CANS, Tin, All Kinds
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Can Stampers. See Stampers and Markers.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Graviety, Spiral. See Carriers.

CLEANING AND GRADING MACHY., Fruit.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.

Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, Etc.).
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Prt. & Litho. Co., Cincinnati, O.

Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Straburger & Siegel, Baltimore.

DECORATED TIN (or Cans, Caps, Etc.).
American Can Co., New York City.
Continental Can Co., New York City.

Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.

Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Printing & Litho. Co., Cincinnati, Ohio.

Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

WHERE TO BUY---*Continued*

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.

Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots See Cannery Supplies.

GEARS, SPROCKETS, Etc.
Slaysman & Co., Baltimore.

GENERAL AGENTS for Machinery Mfrs.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Generators, Electric. See Motors.

GLASS-LINED TANKS.

A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.

GUMS, for labels and cases
F. G. Findley Co., Milwaukee, Wis.

Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, Etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Baltimore.

LABELING MACHINES.

Morral Bros., Morral, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Westminster Machine Works, Westminster, Md.

LABEL MANUFACTURERS.

R. J. Kittredge & Co., Chicago
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.

National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Molasses Filling Machines. See Filling Mach.

OYSTER CANNERS' MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Currog. Paper Products.

PARING MACHINES.

Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.

F. G. Findley Co., Milwaukee, Wis.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.

Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

PEA CANNERS' MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEA VINE FEEDERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEELING KNIVES.

A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.

A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, Etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.

Hansen Cang. Mach. Corp., Cedarburg, Wis.
Sprague-Sells Corp., Chicago.
A. K. Robins & Co., Baltimore.
Zastrow Mach. Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.

Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.

Berlin Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.

Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slayman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.

F. H. Langsenkamp Co., Indianapolis, Ind.

SEALING MACHINES, Box.

A. K. Robins & Co., Inc., Baltimore.

Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottles. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.

Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.

Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill
Slaysman & Co., Baltimore.

SEIVES AND SCREENS.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Sorters, Peas. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).

Berlin-Chapman Co., Berlin, Wis.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.

Ams Machine Co., Max, New Yorfk City.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.

F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.

Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, Pickling. See Canners' Machinery.

TANKS, Metal.

Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.

Sprague-Sells Corp., Chicago.

TANKS, Wooden.

Sprague-Sells Corp., Chicago.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE

American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.

A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.

Berlin-Champman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.

WAREHOUSING AND FINANCING.

Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

Washers, Bottles. See Bottlers' Machinery.

WASHERS, Can and Jar.

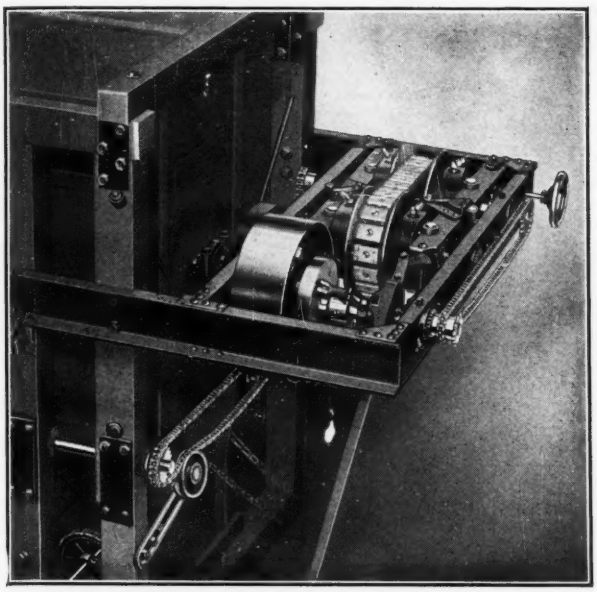
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetables.

Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

WRAPPERS, Corrugated, Bottle.
Hinde & Dauch Paper Co., Sandusky, O.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply System. See Tanks, Wood.



1928 MODEL VINER

MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

Patented March 15, 1928
(REEVES Transmission)

CHISHOLM-RYDER COMPANY, Incorporated
NIAGARA FALLS, N. Y.

MANUFACTURERS OF

Green Pea Viners
Green Pea Feeders
Green Bean Graders
Green Bean Cleaners
Green Bean Snippers
Conveyors
Can Markers
Lift Trucks

SPECIAL MACHINERY BUILT TO ORDER

SPECIAL AGENTS

JAMES Q. LEAVITT COMPANY
Ogden, Utah

A. K. ROBINS & CO., INC.
Baltimore, Md.

BROWN BOGGS FOUNDRY & MACHINERY COMPANY, Ltd.
Hamilton, Ontario

KITTREDGE
LABELS
CHICAGO

INSPECTING PUREBRED LINES OF PEAS

DEPENDABLE SEED

Based on a

Continuous Program of Breeding Pure Line Stocks. We never stop this foundation work, recognizing that in no other way can the exacting needs of CANNERS be met. The demand in canned foods is for ever-increasing quality, and we aim to do our full share in meeting this requirement through the production of better raw products.

We also offer the services of our expert personnel in problems that arise in connection with growing crops.

ASSOCIATED STOCKS ARE QUALITY STOCKS

GROWERS, SINCE THE INCEPTION OF THE INDUSTRY, OF THE VARIOUS KINDS OF SEEDS THAT *CANNERS* USE

Associated Seed Growers, Inc.

Consolidating

The Everett B. Clark Seed Co. N. B. Keeney & Son, Inc. John H. Allan Seed Co.

New Haven, Connecticut

PRODUCTION BRANCHES AND WAREHOUSES IN TEN STATES